The

September-October, 1930



ABOUT JOHNS-MANVILLE EMPLOYEES

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Assuring future growth

FOR more than fifty years Johns-Manville's leadership has been based upon its technical and practical engineers, research and development men. The equipment of the first Johns-Manville research laboratory was a wringer, a kettle, and an old stove, on which Mr. Johns worked out some of his early packings. From that small beginning, through the years, slowly, one product after another has been developed and improved, and made to meet the needs of the time.



W. R. SEIGLE

For the past two years we have been building an organization to devote one hundred per cent of its time to Johns-Manville research problems.

Today, more than seventy-five people, thousands of dollars worth of equipment, and every facility the work demands, are being devoted to the sole purpose of maintaining Johns-Manville's technical and scientific leadership in every one of our major businesses.

There is nothing mysterious about research. It is simply the hard, slow process of fact finding. We are starting out on the basis of measuring our products, finding their limitations, discovering opportunities for improvements—in a word, knowing ourselves. In less than one hundred years science has revolutionized industry so that today no organization can hope to live and grow if it ignores the startling discoveries that are constantly going on about it.

As our scientists become more familiar with our problems, we will develop at Johns-Manville the same endless sequence of new things that has given life to General Electric, The American Telephone, Du-Pont and General Motors.

We are discovering untested materials and processes, bringing about a better use of old materials, we will reveal new wants, create new desires and actually determine our customers' needs before they are aware of them themselves—but these will come only after slow, small and modest beginnings.

We want you to be proud of your research organization and to know that even in this year when business conditions are bad, your officers and directors are continuing to build for the future as is evidenced by the fact that in 1930 we will spend twice as much money as Johns-Manville ever devoted to research in any single year.

W. R. SEIGLE
Chairman of the Board

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THE CIRCLE

SEPTEMBER-OCTOBER 1930

Johns-Manville goes on the air

September 27 will see start of greatest re-roofing campaign in history of building material industry

JOHNS-MANVILLE goes on the air! At 8:30 p. m. Saturday, September 27, New York time, 7:30 p.m. Chicago time, tune in on one of the stations listed below and listen to our first radio advertising program over a hook-up of twenty-four stations on the Columbia Broadcasting system. Rather than spoil the surprise for you, all we are going to tell you now about it is that there will be fifteen minutes of music and entertainment and a real message on J-M Rigid Asbestos Shingles.

But this is only part of the story just as the radio work is only part of this tremendous J-M fall re-roofing drive. The whole plan is one great cooperative effort all down the line directed at one of the greatest potential markets for our products and one which is but slightly affected by general business conditions.

Stop and consider for a moment just what the re-roofing market in the United States really amounts to each year. Investigations have showed that on an average five houses out of every hundred are real live re-roofing prospects each year. Also investigations have shown that five people live in each average dwelling, therefore, on the basis of the 1930 census just completed which shows a population for the country of approximately 122,500,000, we find that 700,000 American homes would be re-roofing prospects each year. In going one step further and taking an average of 15 squares per roof this means a potential market of 10,500,000 squares of shingles annually — a potential market which is always present, and which is affected little, if any, by occasional fluctuation in new building construction.

Now for the details of this campaign. Two weeks before the start of the radio broadcasting, every J-M dealer will receive a personal letter from Lewis H. Brown, President, followed by a broadside announcing the campaign and explaining it in detail. The keynote of this whole drive is "prospects" and for these naturally we must look to our dealers.

With the broadside goes an entry blank-order form and here's where the cooperation of our salesmen is vital for the success of this campaign. Make sure that *every* dealer in *every* territory enters this drive. Each dealer who agrees to cooperate in the campaign must agree to two things:

First, he must send us weekly the names and addresses of from seven to twenty real live prospects and by this we do not mean mere names.

Second, he must agree to follow up with a personal call made either by himself or some member of his organization within two weeks and report the results of his call. He also agrees to keep following up each prospect until either a sale is made or he is definitely turned down without any chance of getting an order.

So much for the dealer's part in the campaign.

As soon as we receive the names from the dealers we will circularize each with a three-piece direct mail campaign with letters going out every Friday from New York. Special direct mail pieces have been prepared for each of these mailings and each one includes a reply post card which is addressed direct to the dealer who

Proposed Radio Program

Tune in on your nearest station at 8:30 p.m. New York time, 7:30 p.m. Chicago time, September 27, and each succeeding Saturday night to enjoy the music and entertainment and get the message of the J-M Fire-Fighters.

Boston	WNAC	Omaha	KOIL
Providence	WEAN	St. Louis	KMOX
New York	WABC	Wichita	KFH
Philadelphia	WCAU	Pittsburgh	WJAS
Atlantic City	WPG	Cleveland	WHK
Buffalo	WKBW	Detroit	WXYZ
Syracuse	WFBL	Cincinnati	WKRC
Baltimore	WCAD	Atlanta	WGST
Charlotte	WBT	Birmingham	WBRC
Fort Wayne	WOWO	New Orleans	WDSU
Minneapolis, St. Paul	WCCO	Dallas	KRLD
Chicago	WMAQ	Houston	KTRH

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sent us the name. All this mailing is taken care of by Johns-Manville at no expense to the dealers.

And now to equip the dealer's salesmen, many of whom are not familiar with personal selling and follow-up work, we have prepared a special re-roofing sales manual which will be mailed to every dealer who agrees to enter the campaign. This manual has been carefully prepared as a result of our re-roofing sales work over the last year and should be an inestimable value in helping the dealer's representatives in their work.

Arrangements have also been made to increase the scope of our Time Payment Plans since we realize that many a re-roofing prospect would be much more willing to sign on the dotted line if he realizes that the bill is spread over a period of time and does not need to be paid in one lump sum. In order that the details of the Time Payment Plan may be familiar to all we have also prepared a booklet on this phase of selling and this booklet also goes to every dealer who enters the drive.

By the time you receive this issue of the Circle, complete details of the campaign, with samples of every booklet and mailing piece, will be in the hands of all J-M representatives. Never before in the history of the building material industry has such an intensive campaign been conducted. The broadness of its scope is a challenge to every one of us, not only in our organization but also in the offices of our dealers and our distributors.

Here is business which we know is available, in a year when the general cry has been that "business is poor." This drive is carefully aimed to develop this potential business to the point where it becomes actual orders on the books of our dealers and actual orders on our own records. But without co-operation it will fall short of the goal it should obtain. Watch for the announcements. Tune in on the radio. Put your shoulder to the wheel to help make this campaign the most successful in Johns-Manville's history.

Installing new machinery

The brake lining finishing department at Manville Factory is installing new equipment for the manufacture of the new die pressed lining. Large sales are anticipated in the new type of brake band.

J-M "trade mark" house is built by distributor at Lockport, New York

A great deal of interest has been evinced in the Johns-Manville "trade mark" house constructed in Lockport, New York, by the Niagara Roofing Company, Johns-Manville distributors in Lockport.

The roof is covered with Asbestos Shingles, and the sides are covered with Dutch Lap shingles applied over half-inch Insulating Board.

Asbestos Wall Tile is attractively used in the kitchen and bathroom and the floors of these two rooms and also the basement are covered with Tile Flooring Type "A".

Other Johns-Manville products used in construction include J-M Plaster Lath, Celite, and Asbestos Calking Putty.

Firecrete is new product

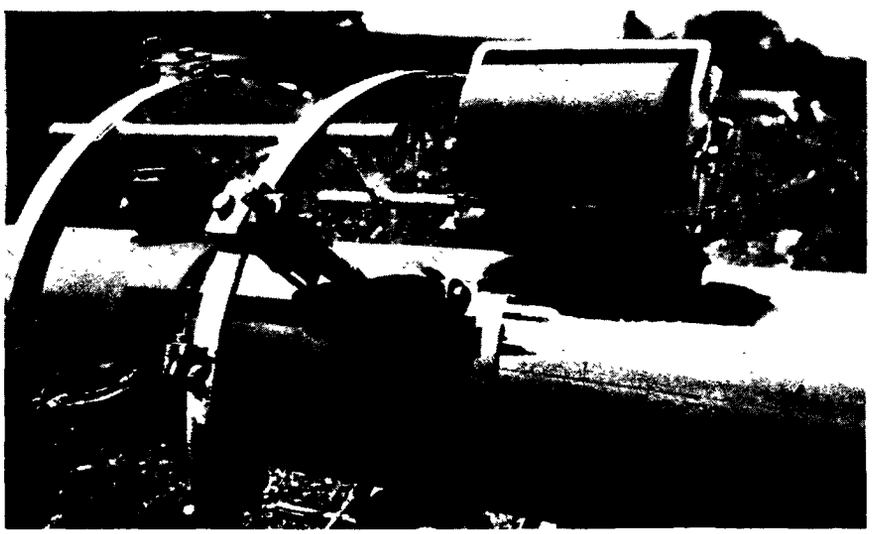
Firecrete is the latest addition to Johns-Manville's refractory cement line. This new product is an air-setting, dry refractory to be used for monolithic construction. It is designed primarily for use in connection with domestic oil burners.

Firecrete air sets without the application of heat; can be fired any time after application, although it is preferable to allow it to cure at least over night; resists oil penetration; has no shrinkage, which prevents most cracking; and is a good reflector of heat.

Pipe wrapping machine developed

HAND wrapping of pipe lines in the field has always been considered a "necessary evil" among pipe liners. To overcome the disadvantages of this method, Johns-Manville and the W-K-M Company have worked together in developing a portable pipe line wrapping machine, that is an innovation in this line.

In the protection of underground steel pipe against corrosion, it has been the practice up to this time to use J-M Asbestos Pipe Line Felt wrapped over a bitumen coating, the bitumen being either of asphaltic or coal tar base. Applying felt entirely by manual labor in the field was expensive and in some cases unsatisfactory and for this reason the new machine has been accepted with enthusiasm.



Newly developed pipe wrapping machine.

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Pipes up to 20 inches have been wrapped by the machine at a speed of 1¼ miles a day. The machine, which is hand operated, is very simple.

It consists of a spool for carrying the roll of felt and some six rubber rollers, all mounted on a circular angle frame. Turning the frame advances the machine and automatically wraps the felt spirally around the pipe with a uniform lap. The frame is split and hinged for dis-assembling. It is mounted on ball bearings and can easily be turned. The weight is about 150 pounds.

The machine may be used in field wrapping on both new and reconditioning jobs and it has already been used on hundreds of miles of pipe line including installations for Cities Service Co., Empire Pipe Line Co., Ajax Pipe Line Co., Central Illinois Pipe Line Co. One order for felt for one of these lines approximated $90,000.

E. V. Rinehart, staff manager, general industrial department, has been in Los Angeles recently, introducing the new machine to public utilities as well as to oil and natural gas pipe line companies.

A "car a day" team

A car a day for twenty days is a record made recently by the Bowell-Messner team of the Minneapolis office. The record includes: Celite materials, 2 cars; Rock Wool, 3 cars; Asbestos Paper, 1 car; Magnesia Blocks, 1 car; Snow Floss, 1 car; Expansion Joint and Asphalt Plank, 9 cars; Acoustical materials, 1 car; mixed car of Asbestocel Blocks, Asbestocel Corrugated Paper and Insulating Cements; and 1 car Transite Corrugated and Insulating Cements mixed.

In fiftieth year of service

E. F. Keen of Boston district, is now in his fiftieth year of service with Johns-Manville. He was congratulated by his fellow-employees on June 21, the day that marked the completion of 49 years of service with the company.



Document presented by Byrd Expedition members.

J-M products installed in "City of New York" on Byrd trip to Antarctic

WITH hopes high, a courageous group of men sailed from New York City on August 25, 1928, bound for adventure 10,000 miles away in a boat that many years ago had served as a whaling ship off the Norway coast.

Twenty-two months later this boat made a triumphal return into New York harbor with the members of Byrd expedition bringing stories from the land of the South Pole that have thrilled the entire world.

Modern science, together with skill and painstaking, ingenious preparation, resulted in the success of the expedition, headed by Rear Admiral Richard E. Byrd. During the time spent in the Antarctic region more than 170,000 square miles of unknown territory were reconnoitered and photographed; mountains were discovered and charted; and important geological and meteorological data secured.

When the "City of New York," as the sturdy Norwegian whaler was re-named from "Sampson," was being prepared for the Antarctic trip, Johns-Manville donated a large amount of pipe and boiler insulation and a supply of packings, that were applied without charge by the P. S. Thorsen Company of Brooklyn.

All the steam piping was insulated with J-M 85% Magnesia covering, while the boilers were insulated with J-M Magnesia Blocks and Magnesia Cement. The evaporator, too, was insulated with Magnesia Blocks, Magnesia Cement, and a coat of Asbestos Cement hard finish.

On the manhole boiler plates, No. 116 Kearsage gaskets were fitted, and for the handhole plates No. 117 Kearsage gaskets. For the piston and valve rods of the main steam engine No. 166 Kearsage Spiral Rod Packing was specified.

All the various other engines and pumps such as the generator, circulating ice machine, condenser, bilge and main feed pumps were packed with Kearsage Rod, J-M Flax or J-M Mogul packing.

An extra supply of J-M Service Sheet for packing flanges was also included in the equipment.

Safety record established

Two years and four months without a lost time accident is an enviable record established by the electrical division of the plant department at Lompoc. A. G. Rohlfsen, chief electrician, is in direct charge of this division.

New equipment installed

The clutch facing department at Manville Factory has completed the installation of new equipment for precision work in the manufacture of clutch facings.

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Contents of *asbestos mail bag* unharmed during severe test

A SPECIALLY designed asbestos mail bag, perfected after three years of experimentation, successfully passed the fire test at the Municipal Airport in Chicago on July 10 at a demonstration held through the cooperation of National Air Transport, Inc., the Railway Express Agency, and Johns-Manville.

Since July, 1927, Johns-Manville has been working with the N. A. T. company and the Railway Express Agency in designing a fireproof, insulated asbestos bag to protect valuable express and mail matter in fires caused by unfortunate crashes of planes.

The bag used in the test was filled with dummy mail and packets, many of which were marked with private seals. Nearly all in attendance at the demonstration had something put in the bag.

The fire for the demonstration simulated as closely as possible conditions that would prevail in the event that a mail plane crashed and burst into flame. A drum of old engine oil and 60 gallons of gasoline were poured over the mail bag and firepile. A torch was then thrown into the wreckage which immediately burst into flames.

The bag was allowed to remain in the embers until it had cooled off sufficiently to be removed with bare hands. The group gathered round closely while the bag was being opened. All the matter was found intact—the heat not having penetrated enough even to melt the sealing wax.

The test was conducted in the presence of prominent bankers and business men of the city of Chicago in order to restore their confidence in the use of air mail for valuable shipments, which confidence had been materially lessened by a few severe losses from fire during the past year.

The demonstration was concluded about nine in the evening and the spectators witnessed the first eastbound airmail and express shipment leave the port with a Railway Express Agency air express bag aboard.

The test was recorded by motion picture cameras of A & P News Service and Pathe News.

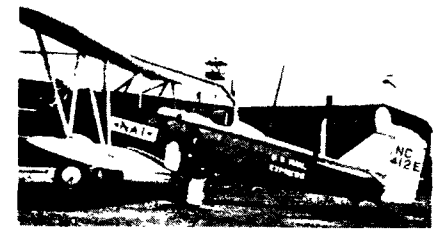
The bag, of which there are now 30 in service, was developed by the Transportation and Government Department and the tests were supervised by W. D. Goddard, Western Division, transportation and government department.

The bag is approximately 13½ inches in diameter by 19 inches high, with a mail compartment 12 inches in diameter by 17 inches high, and is equipped with a lock device in much the same manner as regular mail pouches. The weight of the bag is 20 pounds.

During the period of experimentation several test fires were arranged, the first of which was in October, 1927. The bag for this test was flat and heat penetrated to the extent that a pack of letters had browned corners. After this the round bag was designed, improvements on which have lead to its adoption.



W. D. Goddard, Western Division salesman, and P. H. Cummings, Railway Express Agency, locking dummy mail in asbestos bag before fire test. (oval) Fire in which bag remained for 15 minutes.



Asbestos bags in air mail service.

Safety shoes are worn

An important factor in the safety campaig... Manville Factory is the use of safety s... They are very sturdy, and have toe ... lds and non-slip soles. A large numb.r of employees wear them.

Carload order at Pittsburg

On August 4 Pittsburg Factory received its first carload order for Expansion Joint material, the equipment for manufacture of which has just recently been installed. The order calls for 700 ½-inch sheets and was received from Los Angeles district.

Asbestos has new cars

The railway department at Asbestos recently received 15 new differential steel dump cars, similar to those purchased last year.

Russians hear J-M story

An impromptu talk on the asbestos industry was given recently by L. E. Cushman, Boston district, when D. Michiloff, representative of the Resino-Asbestos Agency of Moscow, and two Russian friends, visited the Boston office to obtain all possible information on asbestos.

Mr. Cushman's story was told to the men through an interpreter. The film "Story of Asbestos" was shown, as well as samples of asbestos from the crude to the various finished products.

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Waukegan makes record for second time of no lost-time accidents during month

JULY was the second month in the history of Waukegan Factory to turn in a record of no lost-time accidents. Forty-two minor accidents were reported. Out of forty-two foremen reporting, twenty-four went through the entire month without an accident, and six with only one accident each.

Following is a list of foremen with clear records: *shingle building*, J. Blakemore, D. Bertoglait, N. Watson, T. McNichol, A. Burt, J. Magri, and F. Deraita; *roofing plant*, A. Hennighausen; *paper mill*, A. Spickerman, A. Scheribel, and H. Heise; *pipe covering*, A. H. Schley, and R. Obenauf; *magnesia*, H. Warnecke, C. Hartman, and K. Rol; *erection and repair*, J. Zavasky, R. Browne, H. Martin and W. Smith; *packing and textiles*, V. Rehor, J. Godin, F. Grey, and C. Moats.

Local color added to movie films by Pacific Division

The Pacific Division sales promotion department is adding local color to the movie films supplied by General Headquarters, by splicing in movies taken of different J-M products going into place on various big jobs in the Pacific Division.

The last one was 100 feet of the pouring of concrete for the new Suisun Bridge in Contra Costa County, California.

Home struck by lightning

J. U. Criswell of Ada, Oklahoma, has been congratulating himself for his foresight in having his home roofed with fireproof shingles. No. 70 Asbestos Shingles were applied by B. B. Howard in September, 1929.

Recently while the Criswell family was away from home the house was struck by lightning. The picture below shows where the shingles were torn away by the lightning. The asbestos roof saved the home from burning, which would have been the case with inflammable shingles.



J-M Asbestos Shingles protected Oklahoma home struck by lightning when the family was away.

Nashua department moved

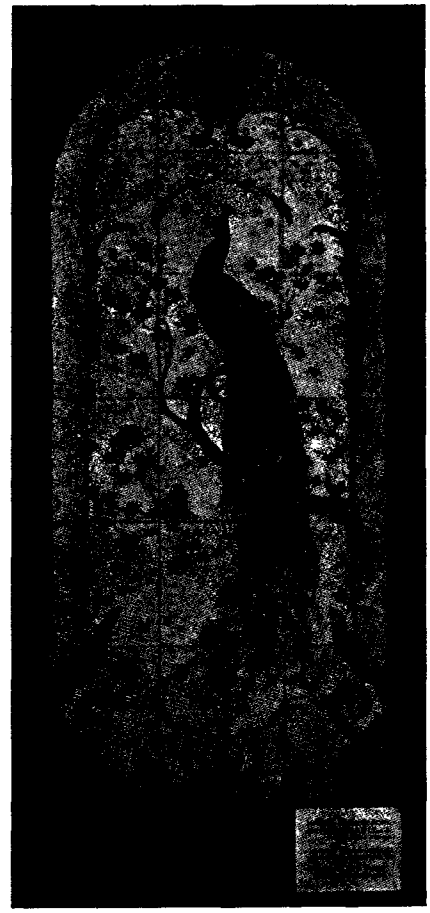
Transfer of the tile department at Nashua Factory to the building formerly used by the Ebony department has been completed.

Story told by President

When Lewis H. Brown, President, was out in the territory recently, a salesman said that he did not quite understand why the company has discontinued the price request procedure and also other things that had been done. Mr. Brown told him the following story in explanation:

"Yassah," said old Link, "business very good. Ah bought a pig fo' ten dollars, traded the pig for' a hoss, de hoss fo' a calf, de calf fo' a bicycle, and sol' de bicycle for ten dollars!" "But, Link, you didn't make a cent profit." "No, suh, but look at de business Ah been doin'!"

In further explanation, Mr. Brown made the following statement: "It is only by doing business at a profit that we can build this company to the point where it should be and that security, prosperity and opportunity can only come to the individual to the extent that it comes to the company as a whole."



Decorated panel of Sanacoustic Tile

Decorated panels of Sanacoustic Tile and Nashkote form display

George D. Carpenter, acoustical representative for the Boston district, recently had built a number of panels of Nashkote and Sanacoustic Tile, which were decorated by an artist and displayed in the window of Browns Letters in Boston, also display windows of the Boston office, and which have been transferred to the permanent exhibit of the architectural display in Boston.

The center of attraction of this display is a large panel, pictured above, made up from 21 regular size Sanacoustic Tiles, decorated by an artist, Claxton B. Moulton of Boston, with a peacock design in beautiful colors. This shows the decorative possibilities of Sanacoustic Tile.

Other panels of Sanacoustic Tile and Nashkote treatment were decorated in imitation wood designs.

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velopment engineers of the efficiency and durability of an installation.

The whole prc gram was put on paper and the contract was awarded to the Cleveland Electric Illuminating Company through which T. H. Russell, city sales supervisor, secured the order, which amounted to seven carloads.

Eastern Division plans for educational series

Under the direction of T. K. Mial, Eastern Division manager, the Eastern Division educational plan opened on September 5 with a meeting in each of the four districts—Boston, Syracuse, Philadelphia and New York.

The Boston, Syracuse and Philadelphia meetings were conducted by G. W. Esler, Jr., G. R. Frankland and J. O. Boylan respectively, district managers at each location, and will include district and sales office employees as well as all salesmen. The New York meetings will include not only the Metropolitan District, under the direction of E. W. Heurung, but also Eastern Division Headquarters' men and all General Headquarters' men who care to participate.

At the first meeting in New York, Lewis H. Brown, President, Mr. Mial, Mr. Heurung, and T. J. Roberts spoke outlining the reasons for giving the course, the benefits which the men can derive from it and the procedure which will be followed.

A general outline of meetings follows: introduction to the educational plan, one meeting; heat insulation (theory, practices and policies), five meetings; industrial building materials, five meetings; power specialties, five meetings; contract building materials, three meetings; heat insulation (individual commodities), seven meetings; merchandising building materials, seven meetings; electrical materials, two meetings; fillers and filter-aids, two meetings; automotive and friction materials, two meetings; industries, five meetings; general subjects, eight meetings.

Many contests to feature campaign

THE Johns-Manville Sales Corporation has instituted a great selling campaign, to be held during the next few months, during which many contests will be arranged.

Statistics over past years show that the Johns-Manville annual sales peak is reached sometime during the months of September, October and November. Statistical reports of accepted authorities show that business, following the recent depression, is showing signs of improvement. The J-M Fall Campaign comes at a very opportune time.

The J-M Harvest Contest, one of those already announced, is to be held entirely within districts. There will be prizes for the first, second and third salesmen each month who run up the highest scores in their district. Points will be alloted for certain conditions to be imposed each month by the local district manager and may vary by district. There is, in addition, a prize for the salesman in each district who accumulates the greatest number of points by December 1.

The conditions will be such as, highest percentage of securements to quota, largest number of squares of Salem Gray Shingles sold during the month, largest volume of securements for Black Line materials, and largest number of Sea Ring orders.

Members of the General Headquarters staff have donated a beautiful cup to be awarded to the district making the best showing on the basis of sales compared with the sales budget during the campaign. It is known as the "Harvest Mop-Up Cup," symbolic of the value of cleaning up while harvesting.

Many other contests are under way. Down in New Orleans, the Southern Division managers met on August 29 and formulated plans for improving sales. Out on the Pacific Coast, salesmen are contesting for the "Franklin Shuey Cup." All over the United States and Canada battles are being waged for sales supremacy.



Model demonstration termite-proof building on Barro Colorado Island, Canal Zone, roofed with Transite Corrugated.

Safety record at Asbestos

The Asbestos, Quebec, Plant has reason to be proud of their record for the month of July. Out of a total of 185,744 hours worked, 90 hours were lost through controllable accident and 80 hours through an electrical storm, short circuiting one of the panels in the compressor house.

The following departments went through the month with no lost-time accidents; mining department, A. & D. railway, machine shop, erection and repair department, factory and general service department.

Test carried on in Canal Zone

A model demonstration termite-proof building has been constructed on Barro Colorado Island in the Canal Zone in connection with research on materials that will withstand the ravages of the tropical white ants that cause so much damage.

The demonstration is being carried on by the Bureau of Entomology, United States Department of Agriculture, in cooperation with the American Wood Preservers' Association and six associated companies, one of which is Johns-Manville International.

The wood used has been specially treated and the test has proved successful. The structure is roofed with J-M Transite Corrugated.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12775/8

THE J-M CIRCLE

Vol. 3 September-October No. 4

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Published for and about the employees of

JOHNS-MANVILLE

Editorial Office:
292 Madison Avenue, New York City

It pays to have *ideas*

The man on the job is the logical person to use his ingenuity in improving conditions in his particular situation. He is in direct contact with the problems that come up and if he is using his head he will devise methods of doing his work more quickly and more proficiently.

The suggestion plan provides a clearing house for ideas and those that are workable are accepted and put into use. Awards for accepted ideas are based on the relative value of the suggestion to the company.

During the past year the employee suggestions that have been put into effect have an estimated value of approximately $30,000 to the company. A large number of suggestions have intangible value.

The trend in industry today is to find "the better way." Progress is made gradually by applying new ideas and improved methods.

A wise old philosopher said of progress that "it is not limited by fixed boundaries and no matter how perfect a thing may appear, there is always opportunity for improvement."

Check Yourself!

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

71. Do your orders come clean? Are there no conditions, implied or otherwise, favors to be done that would not be offered to everyone? Such practice can easily become fixed technique.

72. Do you hesitate to see big men? You can grow only as you get involved with bigger and bigger situations and you can't do that without meeting big men. As a rule big men are much simpler than little men, only to get on with them you must have the real stuff.

73. Have you gained for yourself a reputation for accuracy? Have you a good memory? Do you recall accurately and easily what was said at the last interview?

74. Are you kind, or do you take a good deal of satisfaction in placing the other fellow in a hole—are you considerate, knowing when to push a point and when to let up?

75. "Who is the man in charge of your purchasing?" asked at the information desk is pretty much like the salesman at the front door asking for "the madam of the house." Get the name of the man you have to see before you call always.

76. Dwell on this. Would you just as soon get commendation as to what a fine fellow you are as an order? Or to put it another way, are you (deep in your heart) soliciting orders or compliments?

77. Be careful of over-dressing. One of the worst things that can happen to a salesman is for the clothes he wears to outweigh in authority the words he is speaking.

78. If you can't do so, learn how to write a decent letter. Learn to revise and polish until your letter does you and your firm credit. As a rule a short letter gets more attention than a too long letter.

79. Some trifles are so important that they are not trifles. Men go to astonishing limits of prejudice if their names are spelled wrong. When you address a letter, get the man's name right; don't skip the Christian name or, at least the initials. Mr. Jones—*never*. Mr. J. H. Jones is better, but Mr. John H. Jones is better still. If he has a title, he will probably notice its omission.

80. Have you the ability of bringing dissenting minds together or is your bent to take sides even against the house you represent? It is obvious that the first is strong practice—the second destructive as well as weak.

—*Adapted from Printer's Ink.*

What do you know about this business?

(*For the answers turn to page* 24)

91. How is Transite manufactured?

92. How is Rock Cork applied to vertical flat surfaces?

93. When did Johns-Manville first make packing?

94. What are the outstanding characteristics of Tile Flooring Type "A"?

95. What is meant by Built-up Roofing?

96. What is Aquadam?

97. What factory was originally a shell plant built during the World War?

98. What are Asbestos Blankets?

99. What new Division has been created by Johns-Manville Sales Corporation?

100. What six packings make up practically half of J-M's total packing business?

Associate editors appointed

Two new associate editors have been appointed on the Circle staff—W. Hancock of J-M International, and A. J. Ayres of Manville Factory.

Death

Walter S. Johnson

Walter S. Johnson, employed at Nashua Factory for the past four years, died suddenly at his home in Hudson, New Hampshire, on August 1. The news of his death was a shock to Nashua employees, as Mr. Johnson had been at his work the previous day.

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Frederick L. Pilliod dies following long illness

The death of Frederick L. Pilliod occurred at his home in Plainfield, New Jersey, on August 3 after a long illness.

Mr. Pilliod was born on May 8, 1884, in Swanton, Ohio, and was educated in the schools of that state. One of his first jobs after graduation was assisting his father in laying out the first electric road in Swanton.

In 1903, Mr. Pilliod first became connected with the asbestos industry by entering the employ of Keasbey and Mattison at Ambler, Pennsylvania. On March 27, 1905, Mr. Pilliod joined the Johns-Manville organization, and, as his first work of a long and active career, installed the Jewett Ring presses in the old Brooklyn factory.



F. L. PILLIOD

He later become interested in the textile end which was at that time almost in its infancy. T. F. Manville then sent him to many large industrial centers in this country and in Europe to study the textile industry, so that when he was transferred to Manville Factory in December, 1913, he assumed supervision of the purchase and installation as well as the operation of the textile and packing departments. A few years later he assumed the duties of manager of the Manville Factory office in addition to his own and in 1925 he was elected a director of the company.

Mr. Pilliod, through his energy, resourcefulness and foresight, contributed a great deal to the success of Johns-Manville during the first quarter of the present century and his death is a great loss to the company. As a last tribute to Mr. Pilliod, he was enrolled as a member of the Quarter Century Club.

Funeral services were held at Plainfield on August 5. T. J. O'Neil, H. S. Smalley, Sr., G. Boesel, E. A. Toohey, C. K. Dillingham and A. M. Hughes acted as pallbearers.

Waukegan foremen in club

Fifty-six foremen and department heads at Waukegan Factory have again joined the Waukegan-North Chicago Foreman's Club for the 1930-1931 season.

The activities of the club consist of a meeting with dinner each month and an address by an outside speaker. The subjects are those of interest to all foremen.

J-M film shown for boys

J. B. Kelly, of New Orleans office, recently did some "sales promotion" among the younger generation. With the assistance of his oldest son, he gave a showing of the film "The Story of Asbestos" to the boys of the neighborhood.

J-M represented at picnic

Johns-Manville was well represented at the picnic of the National Standard Parts Association held recently at Wheeling, Illinois.

Charles J. Kuehner and J. J. O'Hara of the automotive equipment department of Western Division, and J. N. Kilburg of Chicago district, were in attendance, and also S. D. White of General Headquarters who won a dozen golf balls as one of the prizes.

Advertising Johns-Manville

During September and October the following J-M advertisements will appear in general magazines:

Saturday Evening Post, September 20, Asbestos Shingles (double-page spread in color); October 11, acoustical.

Collier's Weekly, September 20, Asbestos Shingles (color); September 27, Built-up Roofing; October 11, Asphalt Shingles (double-page spread in color).

American Magazine, October, Asbestos Shingles (double-page spread in color).

House and Garden, October, Home Insulation.

American Home, October, Insulating Board.

Your Home, September, Insulating Board.

Small Home, October, Insulating Board.

Good Housekeeping, Home Insulation.

Asbestos Shingle advertisements in color will appear during September in *American Home, Country Life, Art and Decoration, House Beautiful,* and *Small Home,* and during October in *Better Homes and Gardens,* and *Good Housekeeping.*



Franklin Shuey, H. B. Heyn and H. D. Hitchcock in Clark County, Nevada, inspecting the site of Boulder Dam, which upon its completion will be the tallest dam in the world—700 feet from bedrock to top.

Manville's turbo generators

Manville Factory has had in operation for several months two process turbo generators, one rated at 600 kilowatts located in the paper mill and the other, a 750 kilowatt unit, located in the magnesia plant.

Steam is admitted to these machines at 180-pound pressure and leaves them at any predetermined pressure ranging from 50 to 25 pounds. The latter pressure is used throughout the plant for process work.

Up to this time when steam was used at lower pressures it was necessary to pass the steam through pressure reducing valves. Thus the turbines really function as pressure reducing valves, but the steam in passing through the machines gives considerable energy at a slight loss in heat, the energy leaving the machines in the form of electric power, which power is really a by-product produced at a low cost.

Intelligent self-direction is self-education.—*Clipped.*

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Accepted Suggestions

Two special awards made

For submitting the greatest number of accepted suggestions at Lompoc Factory from January 1 to June 30, special awards were made to S. H. Sechrest and C. R. Dennis. Each man received $25.

Among those receiving awards recently for accepted suggestions are:

Eastern Division

J. C. HEPPE, *salesman, automotive department, Baltimore.*
Brake trouble shooting charts.

Asbestos Factory and Mines

C. F. BARLOW, *foreman, plant 4-C, mills.*
Stop button for motor at primary crushers.

W. N. REAKES, *foreman, plant 3, research-milling.*
Regrade fibre going to dump.

W. G. CLARK, *machinist foreman, machine shop.*
Salvaging eccentrics and eccentric straps.

E. BERGERON, *burner, machine shop.*
Guides for acetylene torch.

LEO BRETON, *operator gas shovel 72, mining department.*
Counter bore detachable counter weights Lorain 72.

H. S. BROWN, *inspector, milling department.*
'Y' in suction pipe of C. R. screens.

Lompoc Factory

JOSE GONZALES, *brick plant, production department.*
Platform at entrance to N. B. driers.

S. H. SECHREST, *foreman brick plant, production department.*
Towing dolly for drier cars.

C. R. DENNIS, *foreman No. 10 quarry, production department.*
(Two suggestions) Alteration of brick saws to increase recovery; and increase speed of ruggles hoists.

MART WELLS, *foreman Supercel plant, production department.*
Move safety chain top of ladders, No. 3 and No. 11 mills.

D. D. MCARTHUR, *foreman maintenance, plant department.*
(Four suggestions) Use of old saws for wearing plates; case hardened cap screws for rotor hubs, use of only factory sealed bearings, and fiber links for couplings on heavy drives.

PAUL HEMMICK, *foreman Supercel plant, production department.*
Alteration No. 4 blower pipe, No. 11 mill.

H. C. KELLIHER, *assistant superintendent mills, production department.*
Flint trap.

N. G. HICKEY, *billing clerk, traffic and order section.*
Place rubber tires on hand truck.

A. E. DEALMANZO, JR., *store room clerk.*
Incinerator for store room waste.

Manville Factory

TONY IMPELLEZERI, *foreman, department 404, C building.*
Saw for roll fire felt and Ceilinite and exhaust covers.

JOHN HAUSNER, *millwright and machinist, rubber room, B building.*
Split bushing for idler pulley.

DAVIS HOUSTEN, *millwright, textile department, A building.*
Line clutches on looms with brake lining or clutch facing material.

WALTER EZMAN, *mechanic, department 401, C building.*
Rubber hose for cleaning canvas machines.

Pittsburg Factory

I. KLASS, *inspector, roofing department.*
Improved type of winder bar for standard built-up roofing.

R. L. WRIGHT, *fireman, erection and repair department.*
System of flexible cables for operating valves on 4-ton stills.

ED KELLY, *shingle machine operator, roofing department.*
Arrange guide roll on shingle cutter so it can be raised higher for removal of shingles in case of a jam.

J. E. WHITE, *machinist, erection and repair department.*
Sliding tool rest on swivel to be used on small grinder in shop for grinding corner angles on knives of shingle dies.

ED KELLY, *shingle machine operator, roofing department.*
New spray for shingle cutter in roofing department. Also equip No. 4 wash room with soap and paper towels.

Waukegan Factory

EDWARD WARD, *special work, Wood in. Shingle Company.*
Device for drilling Transite.

F. T. MCCANN, *machinist, roofing plant.*
Running variegated shingles

F. W. BUTENUTH, *gasket maker, packing plant.*
Manufacture of Kearsarge Gaskets.

W. RUTKOWSKI, *press operator, Wood in. Shingle Company.*
Stop switches on punch presses.

Weaver-Henry Corporation

W. J. MCDONALD.
Installing an extended apron on electric truck so that bundles of shingles would not catch in the cables when raised to the second tier.



A group of successful suggestors of the office at Asbestos Factory. (seated) G. A. Lockwood, Miss D. E. Fishwick, Miss F. Butt, Miss P. Clark, J. McLean. (standing) J. E. Meredith, W. Bryne, A. N. Andrews, A. Watterson, D. Clark.

A miniature "Tom Thumb"

True to tradition, the American Boy has again demonstrated his ingenuity in being able to duplicate practically anything that is put into use.

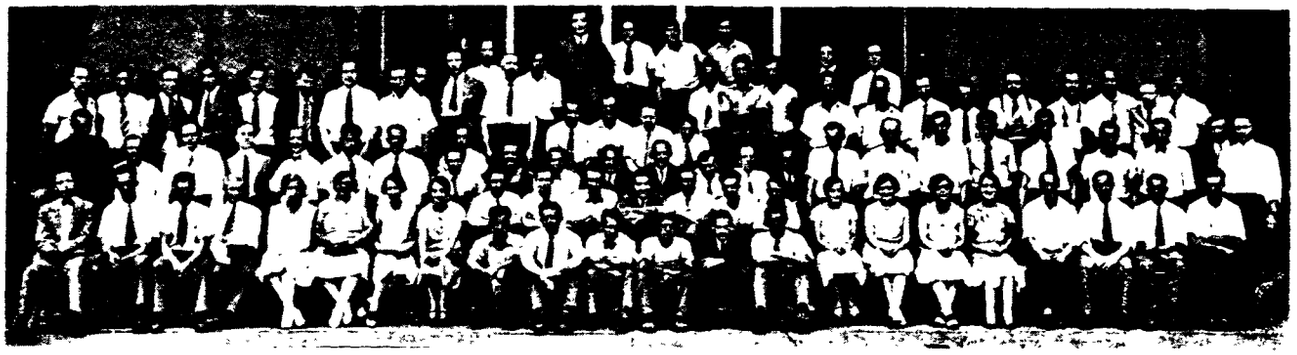
With the establishment in Pittsburg, California, of two "Tom Thumb" golf courses, three boys between the ages of 10 and 14 years, have built, on a miniature scale but large enough for use by small children, an exact duplicate of one of these golf courses. Nearly all of their materials were secured from the Johns-Manville scrap pile at the rear of the factory, unknown, of course, to factory officials.

The "course" is situated about one block from the plant so their source of supply was quite handy. The "fairways" and "greens" were made of J-M roofing. The sides and backboards were made up of various materials including scrap Pan-O-Cel sheets, Insulating Board and Transite. All sand traps were made of scrap slate in mixed colors. Their "office" is roofed with J-M Slatekote roofing.

The boys' ingenuity even extended to making putters.

The entire course is a model of neatness and efficiency being supervised at all times by at least one of the owners. The charge for a round on the full nine holes is five cents but children up to seven years of age may play the first five holes for a penny.

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Staff of Research and Development department at Manville, New Jersey.

Centralized Research Department expands rapidly

SINCE the centralization of research and development activities two years ago at Manville, New Jersey, Johns-Manville has organized a department that ranks among the best in the industrial field.

Research work, of course, has been carried on for many years by the company, but not until two years ago were the activities and equipment centralized.

The organization of the department has been under the supervision of A. M. Hamblet, manager, who has had wide experience in research work.

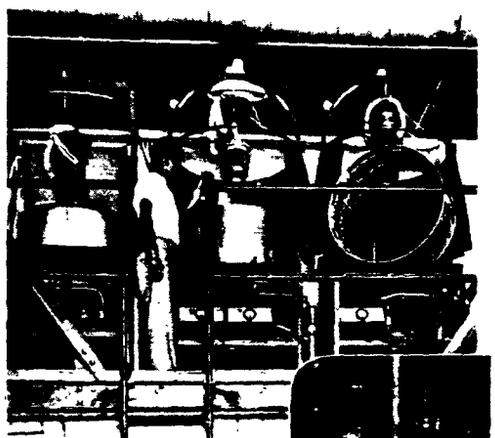
The unusual growth of this department was stimulated by the addition of the personnel and equipment of the well-established research department of the Celite Company which was taken over by Johns-Manville in 1928. The equipment was moved from the plant at Lompoc, California, and most of the staff members were transferred to Manville, where the present staff includes 91 members.

The principal function of the department at present is to improve present products, yet a great deal of attention is given to the development of new products. Competitive products are tested and analyzed. Besides these activities the department also solves special problems of the customer.

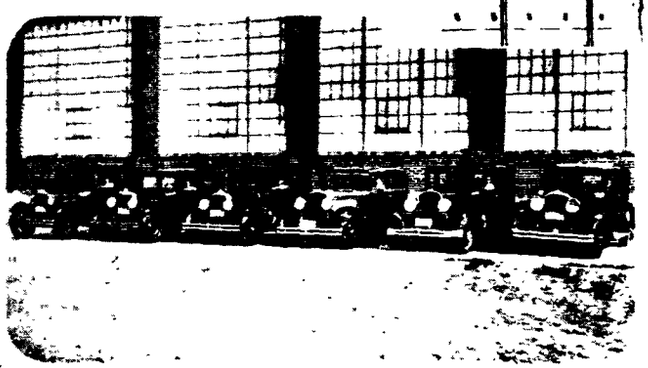
Although a separate unit has been made for general research activities, all factories have laboratories of their own for control work. In the factory laboratories work is done on actual problems that come up in everyday manufacturing.

The department occupies a floor space of 150 feet by 210 feet in "A-1" Building at Manville.

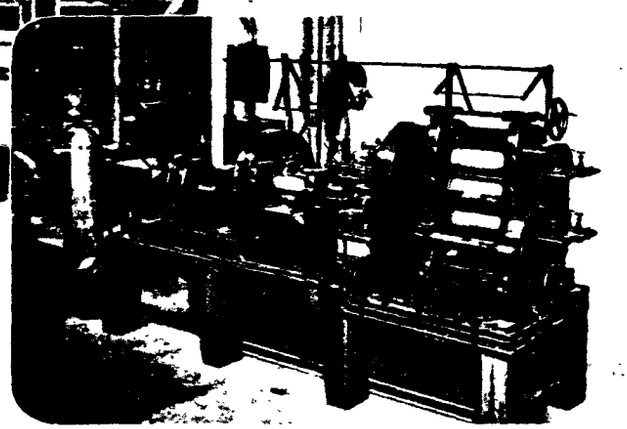
Plans are under way for future development and expansion based on the present well-established department.



(Left) Three accelerating weathering machines to test weather resisting qualities of asphalts, roofings, and similar products. Materials are subjected to cycles of light from ulta violet carbon arc, water spray and refrigeration, simulating sunlight, heat, rain and intense cold. One month in machine approximates year's outdoor exposure.

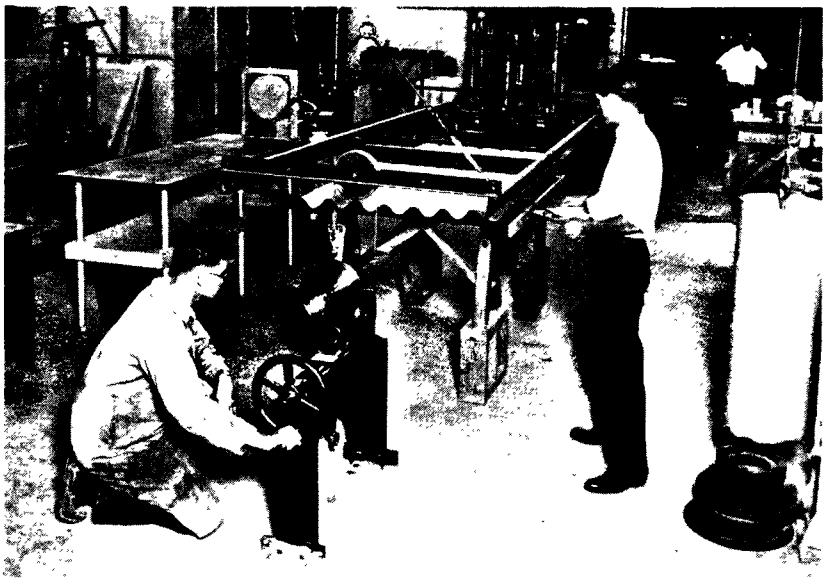


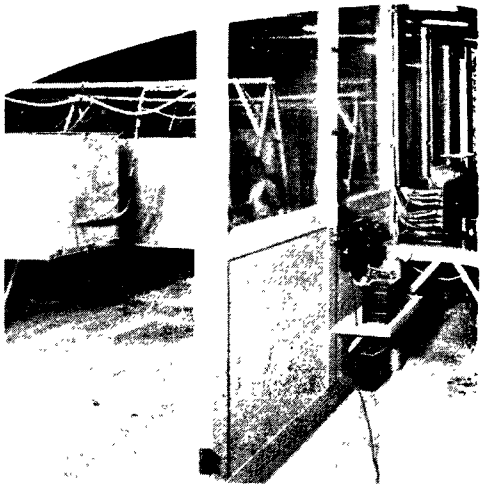
(Below) Fleet of test cars used exclusively for testing brake linings and clutch facings. Fleet now includes Ford, Chevrolet, Pontiac, Nash, Chrysler, Buick.



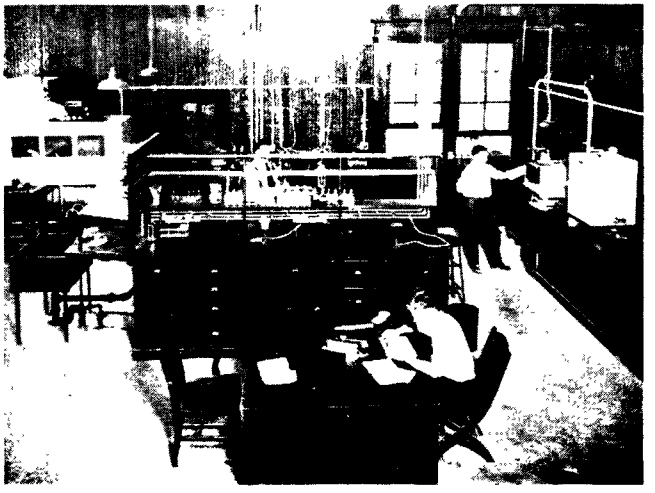
(Above) Experimental rubber mill and calender: exact duplication in miniature of factory machine, used on all problems involving use of rubber and rubber compounds.

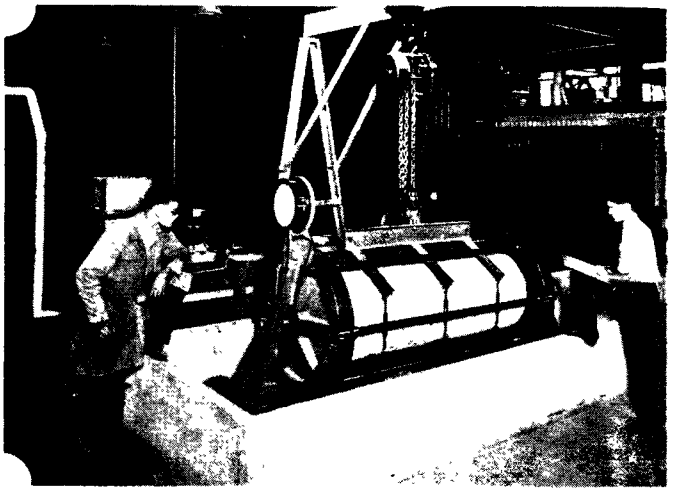
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McMillan Laboratory: Control room of largest and pletely equipped thermal insulation testing lab world. Control panel has outlets for 40 testing uni in constant use. At left is constant temperature ro contains standard apparatus for testing various sized erings, fillers, plastics, sheets and block

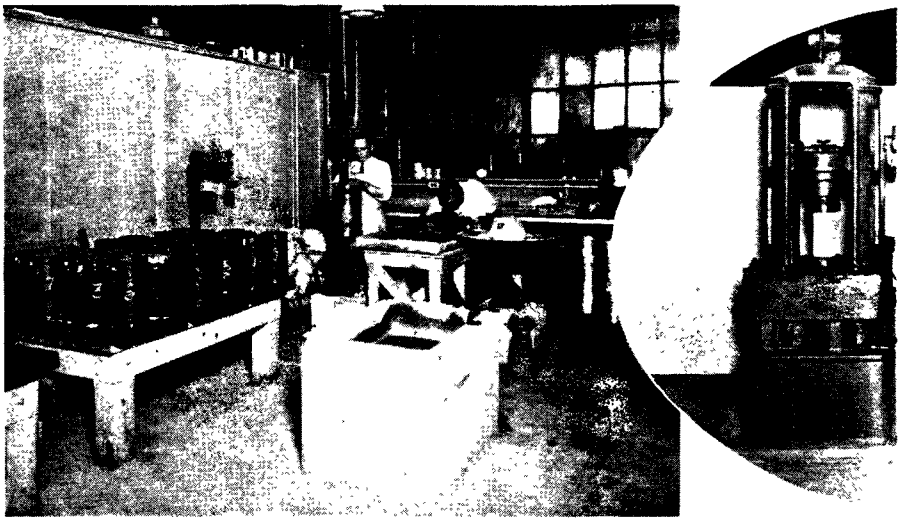




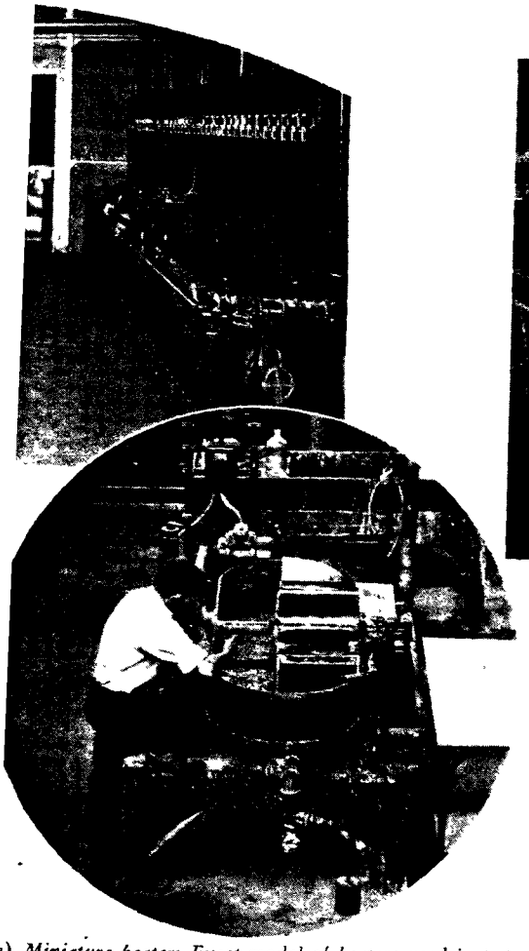
(Upper left corner) Sheet Tester: A counter-weighted frame mounted on ball bearings for determining strength of roofing materials, and so on, under concentrated load. Capacity: 2,000 lbs. Sheet of Transite Corrugated being tested.

(Above) Celite General Research Laboratory: Where a number of physico-chemical investigations are being carried on regarding fundamental properties and reactions of Celite. Constant temperature air bath permits study of reactions under carefully controlled conditions. Tests and experiments are also conducted on the use of Celite as a filler and in polishes, and special investigations of a varied nature on the uses and properties of Celite.

(Right) Hydraulic cement laboratory showing penetration apparatus used for measuring the effect of various percentages of Celite in increasing the workability of concrete. Competitive materials are also tested for workability.

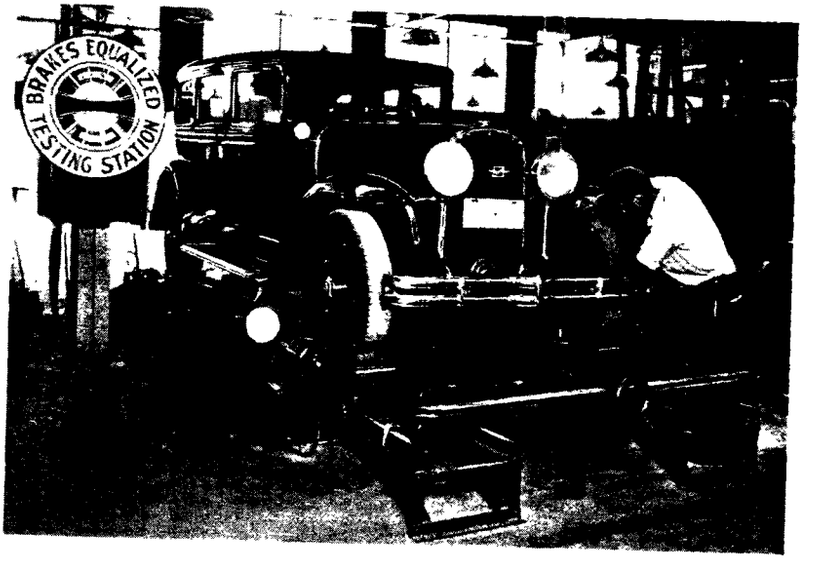


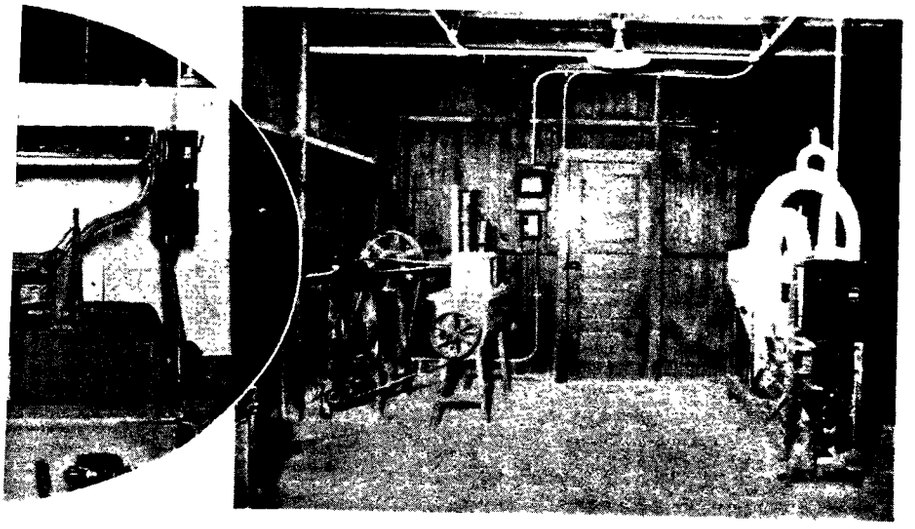
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e) *Miniature beater: Exact model of beaters used in paper Prepares both asbestos and rag felt fibres on laboratory or formation of papers and boards. (Left) Apparatus for ring bursting strength of cement-asbestos pipe: Pipe up inside diameter can be tested at pressures up to* 1,000 *lbs. in. Pipe is made tight at the ends by cupped rubber gaskets anged as to produce no endwise compression on pipe. re is applied by hand pump at left and is recorded on chart shown.*







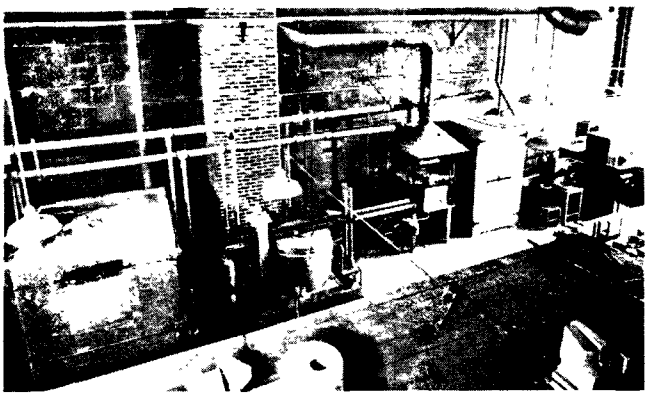
(Upper Right Corner) Service Laboratory where chemical analytical work necessary to the evaluation and completion of research and sales engineering problems is carried out. Raw materials in new developments are analyzed, and special problems are solved for customers.

(Above) Brake tester that assures perfect adjustment, registering drag on each wheel. When tests are made with test fleet, each car is tested daily to show that experimental lining is properly adjusted.

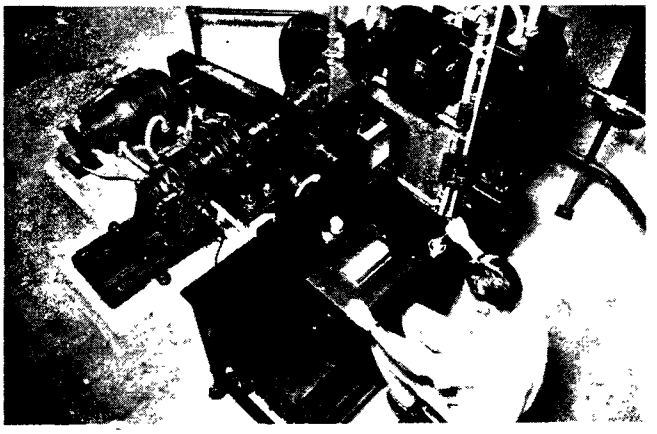
(Oval) Riehle 200,000 *pound Universal Testing Machine used for testing concrete containing Celite and for testing various structural materials in tension and compression. Test shows block of concrete in which Celite has been used.*

(Left) View shows part of milling equipment, which is adapted to a wide variety of uses.

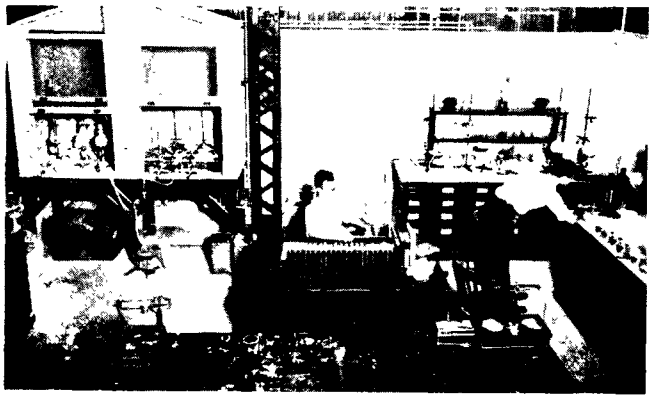
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Ceramic Laboratory furnaces and test kilns used for high temperature investigations on Refractory Cements, Celite Insulations, and Ceramic development projects. (Left to right) large gas-fired kiln, load test kiln, pot furnace for cone fusions, surface combustion furnace, Ajax Northrup electric induction furnaces, and two small electric resistance muffle furnaces.

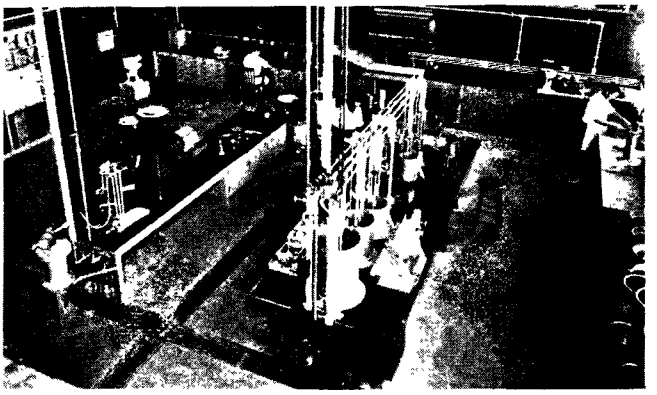


Inertia Brake Lining Tester to which any standard type of brakes may be applied and linings tested under conditions closely simulating actual car operation. Flywheel on right hand end of shaft is built of 42" steel discs which can be varied in number up to 50 providing range in weight corresponding to cars from 2,000 to 20,000 lbs. The photograph shows an external brake mounted on the left end of the shaft. This is a Johns-Manville development and represents the most advanced method of testing linings available to any manufacturer.



Petroleum Laboratory where experimental work supplementary to larger scale operations is carried out on some applications of Celite in the oil industry.

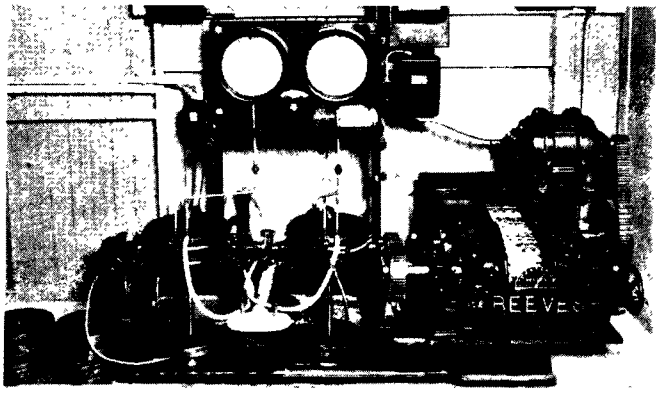
Filtration Laboratory: This room is equipped to handle a wide variety of filtration problems. There are available, experimental filter presses of the Sweetland, Oliver, Vallez and plate and frame types in addition to several small single leaf test presses and the necessary pumps, tanks and accessory equipment. The physical testing of filter aids is also carried on in this laboratory.



Photomicrographic Room designed and equipped for photography of objects of microscopic size, highly magnified. Photography apparatus is also used to project highly magnified images on white screen. Microscopic department also has microscope rooms used for general microscopic examination, and a photographic dark room used for developing and printing photographs.



General Motors type of Friction Materials Tester in which two tests can be run simultaneously. Wearing quality of brake linings and clutch facings is measured as well as variations in coefficient of friction with pressure, temperature, and velocity.



PHOTOGRAPHS THIS SECTION BY M. C MILLER, RESEARCH STAFF

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Here and *There* in the Field

Asphalt Plank for dock—

G. E. Hinchliff, Chicago District packing house representative, recently sold 1,800 square feet of Johns-Manville Asphalt Planking to Cudahy Packing Company, for a loading dock at East Chicago. This will be the first installation of this type of material sold to an industrial account in the Chicago District.

Acid plant insulation—

R. W. Hoffman, J-M Salesman in St. Louis, was instrumental in having J-M Insulation specified by the Southern Acid and Sulphur Company of St. Louis for a new acid plant at Beaumont, Texas—and this in spite of unusually keen competition.

Mr. Hoffman booked orders for a mixed carload of Superex Blocks, Magnesia Blocks, and No. 302 Asbestos Cement, and a carload of loose Banroc.

Class room acoustically treated—

Through the efforts of G. D. Kellogg, architectural representative, Cleveland District, the Board of Education at Cleveland has placed an order for acoustical treatment in one class room which is being used for class instruction by radio.

Providing the results of this initial installation are satisfactory to the Board, an order will be placed immediately for similar acoustical treatment in 79 more class rooms which will be followed by an additional order for the same type of acoustical treatment to be installed in 2,500 other class rooms during the next fiscal school year.

Victory for Superex—

When a competitor, through his contractor, secures a contract involving high temperature, medium and low temperature insulation, and is obliged to use Superex as the high temperature material in combination with his own 85% magnesia, it is a real victory for Superex.

This is what happened on the last insulation of a 65,000 KW steam turbine generator, together with two 1,400 pound pressure steam generators and the complementary equipment. The system carries steam at 750 degrees Fahrenheit.

Various conditions dictated that the insulation contract be placed with a contractor not handling Johns-Manville materials but R. H. Mistele, Milwaukee representative, handling the account of the Milwaukee Electric Railway and Light Company, had done such an excellent job of selling Superex as the one material for such a temperature condition, that the operating company decided to use Superex High Temperature Insulation, even though all the rest of the materials were of other than Johns-Manville manufacture.

This amounted to four carloads of Superex, and in addition some 40,000 C-22 Brick which were used in insulating the lower combustion chamber walls on the steam generators.

Tile Flooring in carload terms—

During the month following the signing of the Schenectady Tile Company of Schenectady, New York, as approved contractors for J-M Tile Flooring, three carloads of the tile were ordered from Johns-Manville.

Large installations have been made in General Electric plants at Schenectady and Pittsfield.

An unusual insulation order—

Between $60,000 and $70,000 worth of J-M Insulation will go into the Hell Gate Plant of the United Electric Light and Power Company, it was learned from John H. McManus, veteran special salesman now in the New York Metropolitan District.

The contract to be executed by the Westchester Asbestos Company calls for 85% Magnesia, Superex, and 450 Cement. Boilers in the Hell Gate plant are the largest built by Babcock and Wilcox and will generate about one million pounds of steam per hour. The temperature of the steam is 750 degrees F.

Orders of this nature are extremely rare and a great deal of praise goes to the man who got it—John H. McManus.

Automotive distributor signed—

B. P. Moore, recently transferred from New York to the Boston District as automotive salesman, has established a new automotive distributor, the Ashton-Deveer Company of Boston, securing a good sized initial order for brake linings.

Mr. Moore also arranged for a meeting with his new distributor's sales force, at which meeting were present, M. K. Cumming, sales manager of the automotive distribution department for the Eastern Division, G. W. Esler, Boston District manager, and Mr. Moore.

What cooperation does—

Another example of what cooperation can do is shown in the following list of a number of the more important insulation contracts recently secured by Rankin-Dutney Corporation, approved insulation contractor, working closely with the J-M sales organization:

Jones and Laughlin Steel Corporation, Pittsburgh, Pennsylvania; 85% Magnesia Insulation for new boiler house.

Bell Telephone Building, Dayton, Ohio; 85% Magnesia and Wood Felt Insulation.

Atlantic Refining Company, Franklin, Pennsylvania; 85% Magnesia Insulation.

Columbia Management and Engineering Corporation, Cincinnati, Ohio; Superex and Magnesia Insulation for steam lines to new 43 story Carew Tower Building, Cincinnati.

Midland Bank Building, Cleveland, Ohio; 85% Magnesia Insulation.

Michigan Limestone and Chemical Company, Rogers City, Michigan; 85% Magnesia Insulation for new boiler house.

These orders total more than $155,000.

Large insulation order—

D. W. Very, salesman, steel industry department, Pittsburgh district, recently secured a $12,000 order from the National Tube Company, Pittsburgh, Pennsylvania, for a new addition to the company's steel works at McKeesport.

The material on this order consists of three-inch thick Sponge Felted Pipe Covering, Broken Joint Construction, and necessary magnesia and cement accessories for fittings.

A large insulation contract—

One of the largest brine and ammonia insulation contracts secured in Cincinnati District was recently awarded to Rankin-Dutney Corporation, approved insulation contractors, by the Carbide and Carbon Chemical Corporation, Charleston, West Virginia, through the close cooperation of Cincinnati District and the Rankin-Dutney organization.

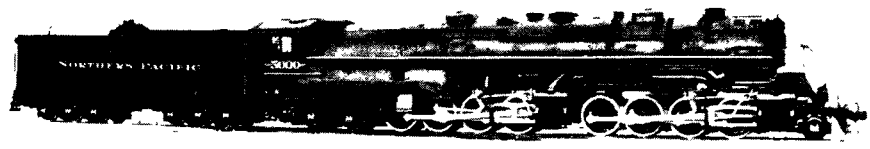
The contract amounted to approximately $90,000. The insulation is to be used on the first of a number of units that involve the use of an unusually large quantity of insulation for temperatures as low as 150 degrees below zero. This one unit required 150,000 square feet of Hair Felt and 10 tons of Brine and Ammonia Tape. The Rankin-Dutney Corporation have had 108 men working on this one installation.

In addition to this work contracts totaling $50,000 have also



In Cali, Colombia, South America, whole city blocks of San Fernando urbanization are roofed with red Asbestos Corrugated Roofing manufactured at the J-M factory in Moll, Belgium.

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New type of simple articulated locomotive, eleven of which have been built for Northern Pacific, with a large number of John-Manville products used in construction.

been secured by Rankin-Dutney Corporation for heat insulation at the Carbide and Carbon Chemical Corporation Plant.

New type locomotives built—

The Baldwin Locomotive Works, Eddystone, Pennsylvania, have recently delivered to the Northern Pacific Railway Company eleven new simple articulated locomotives, known as Type Z-5.

These engines are reported to be the largest and most powerful locomotives in the world. They will operate between Mandan, North Dakota, and Glendive, Montana, where they will be used to haul long and heavy freight trains over a severe grade condition which previously required two and sometimes three locomotives to handle the trains.

Johns-Manville sold to the locomotive builders the following materials used in the construction of this equipment: 85% Magnesia Boiler Lagging, 3 inch thick; Superex Pipe Covering and Cement; Sponge Felted Pipe Covering; No. 302 Cement; Engineer's Tape; No. 1091 Asbestos Listing, No. 4200 Asbestos Rope; No. 873 Asbestos Rope; No. 82 Cups and Expanders; Moulded Packing Cups; No. 31 Refractory Cement; No. 20 Refractory Cement; Millboard; and Packings.

Specifications for these materials were secured from the railroad company by H. Flannagan, transportation and government department, Western Division.

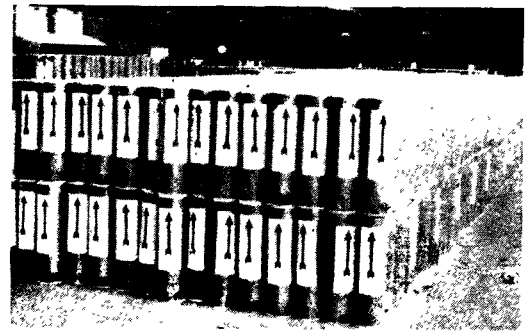
More about Tile Flooring—

The Radio Corporation of America has given an order to John H. Pray and Sons of Boston, approved contractors, for 16,000 square feet of Tile Flooring Type "A," which is to be used on the main office in the New England Division of this corporation. Assistance in securing the order was given by R. S. Hughes, special Tile Flooring representative of the Boston District.

Service á la New Orleans—

Herman J. Duncan, a leading architect of Alexandria, Louisiana, telephoned the New Orleans office, 250 miles away, shortly before noon one day to ask that a representative contact him as soon as possible, inasmuch as he had completed the plans for the new Jefferson Theatre in Alexandria excepting for acoustical specifications.

At four o'clock that afternoon, P. C. Lipscomb, special architectural representative, walked into his office, having arrived from New Orleans via airplane. The acoustical specifications were completed shortly, much to the satisfaction of the architect, who stated this undoubtedly was the best service ever rendered him by a manufacturer.



Asbestos Built-Up roofing ready to be shipped to Buenos Aires, Argentina from Manville Factory, the total order of which amounts to 9,000 squares.

Store installs Tile Flooring—

Approximately 900 square feet of J-M Tile Flooring Type "A" has been installed in the Wayland and Ballard confectionery at Chillicothe, Ohio. The color combination is green, grey and black, and the installation was made by the E-Z Tread Floor Company of Columbus, Ohio.

Service distributor signed—

Through the work of F. S. Adams, Cincinnati office, and R. H. Alvey, Jr., Charleston office, Pfaff and Smith Builders Supply Company, Charleston, West Virginia, have been established as the first service distributor in Central Division on Expansion Joints

A British Columbia order—

As a result of contacting Vancouver Island Coaches, Victoria, B. C., leading automotive friction material consumers on Vancouver Island, and B. C. Electric Railway and Island Freight, G. W. MacAdam was successful in securing all of their material and service from the J-M main service station there under W. B. Revercomb.

Order from pipe line company—

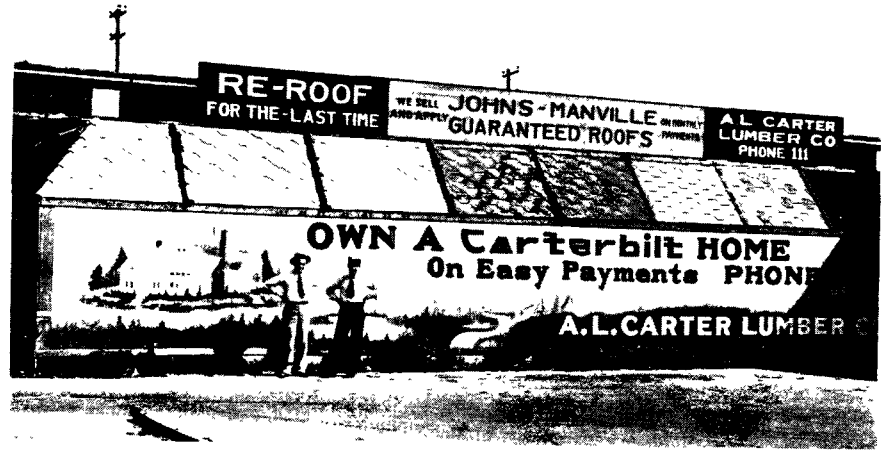
E. M. Naylor, assistant Texas district manager, and J. B. Kelly, New Orleans and Texas district sales engineer, recently were successful in closing an order for approximately $41,000 worth of Transite Corrugated to be used in the construction of 36 pipe line pumping stations between Tulsa and St. Louis for the Ajax Pipe Line Company. Keen competition was met in securing the order.

A twelve-carload job—

William H. Harris of Youngstown Office secured an order from the Hawkins-Downie Company, Youngstown, Ohio, general contractors, for 61,500 square feet of 1½ inches Straight Side Asphalt Planking for the new Center Street Bridge, Youngstown, Ohio. Shipment, consisting of approximately twelve carloads, was made in August.

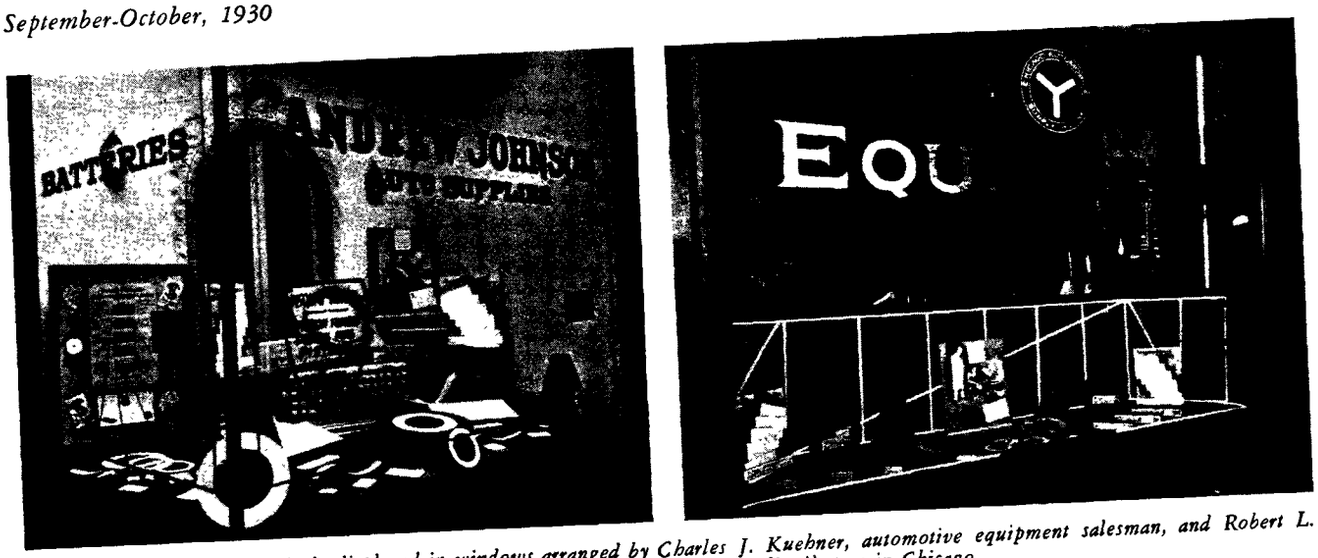
This is one of the most important bridges in Youngstown, spanning the Open Hearth Works of the Republic Steel Corporation, and has a very heavy daily traffic.

A competitive planking was originally specified. However, Mr. Harris secured the order because the lighter weight and greater



Attractive outdoor display of A. L. Carter Lumber Company, Beaumont, Texas, distributor. (Left) Walter Madison, Carter Company and (right) E. M. Colley, J-M salesman.

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Automotive products attractively displayed in windows arranged by Charles J. Kuehner, automotive equipment salesman, and Robert L. Singley, Western Division, for two J-M distributors in Chicago.

resilience of the J-M product appealed to the contractors and county engineers.

Insulation for underground lines—

H. M. Saben, electrical salesman for the Boston District, calling on the Edison Electric Illuminating Company of Boston, assisted by Ray O'Brien of the Metropolitan District, New York, has secured an order for approximately 3,000 feet of Asbesto-Sponge Felted Insulation for insulating underground steam lines, and also waterproofing materials for waterproofing this insulation.

The Asbestos Covering and Textile Company of Boston, approved insulation contractors, are handling the installation.

Laredo, Texas, activities—

Fred Switzer, Houston district salesman, and J. B. Kelly, New Orleans-Texas district sales engineer, sold an order of Superex Blocks, Combination Pipe Covering, Flat Transite and Transite Corrugated to the Misko Refineries at Laredo, Texas. This material, amounting to approximately $6,000, is to be used in the construction of two new pipe still units.

Another order at Laredo, Texas, was sold by Mr. Switzer and Mr. Kelly. This was to the E. H. Page Company including Transite Corrugated to be used in roofing the lard plant of Swift and Company.

Telephone booth correction—

R. N. Stroup, salesman of St. Louis district, Western Division, with Russell Piltz of Bennett-Allison Company, Omaha, recently sold Kirckpatrick Brothers and Lindgren, cattle brokers in Omaha, acoustical correction for their telephone booths to be applied to the ceilings and all four walls to insure privacy to their telephone conversations.

Asphalt Plank golf tees—

To H. F. Luedtke, industrial representative, goes the distinction of selling the first Asphalt Plank golf tee in the Northwest District. This was to the Milwaukee County Park Commissioners for the Greenfield golf course. Milwaukee County has five golf courses in the city and plans to have Asphalt Plank tees at each of these courses, if this initial one proves satisfactory.

Asbestos Shingles for church—

H. F. Keller, Chicago district salesman, recently helped the manager of one of his distributors, the Mid West Oregon Company, Oregon, Illinois, to sell 70 squares mottled gray Asbestos Shingles for the Methodist Church of that city.

They began by discussing the merits of J-M shingles individually with each member of the committee. This was followed by a committee meeting at which representatives of two out-of-town roofers and one competitive lumber company were present. Mr. Keller and Mr. Rhodes had done their work so well that the J-M distributor received the order.

Pacific Coast salesmanship—

Lloyd Haney, Los Angeles district industrial salesman, recently demonstrated a fine bit of salesmanship when other than J-M materials had been specified in the construction of a new boiler plant for the Los Angeles Fertilizer Company.



H. F. Keller, Chicago district, and Mr. Rhodes, who recently sold a church roofing job in Oregon, Illinois.

When completed the building was topped off with a J-M Asbestos Built-up roof on the flat deck and Transite Corrugated on the pitch roof. The steam lines are covered with 1½ inch thick Asbesto-Sponge Felted Pipe Covering. The breeching and boiler drums have J-M Magnesia insulation with hard finish and the water heaters have Magnesia with Insulkote finish.

To make the job complete Mr. Haney has sold a mastic floor in another part of the plant.

A 21-year service record—

G. E. Hinchliff, Chicago district salesman, reports that during the year of 1909 an installation of Rock Cork was made in the plant of the North American Provision Company, of Chicago, a Swift and Company subsidiary.

The cooler in which the Rock Cork was installed is approximately 150 feet square, with a ceiling of about 14 feet. Rock Cork was applied on the walls 4 inches thick, put up in asphalt against a brick wall, finished with plaster. The rooms are used for the storage of eggs, pickles, and other provisions. A thorough investigation of the rooms shows excellent condition despite the 21 years of constant service.

An enterprising salesman—

G. B. Sayles, salesman in Northwest district, Western Division, obtained orders for eight carloads of roofing in five days following the hurricane which recently played havoc within a radius of about sixty miles of Menominee, Wisconsin.

Another achievement to Mr. Sayles' credit is a sale which he made to a farmer in Eleva, Wisconsin. This man had intended tearing down his barn but decided that just now he couldn't afford a new barn but simply would fix the roof. To make a long story short, Mr. Sayles sold him 25 squares of No. 70 Rigid Asbestos Shingles for the old barn, which he will remove and put on the new barn when he builds that.

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For a parade during "Manufactured in New Orleans Week" a J-M float featuring Asbestos Shingles was prepared by Southern Division with the cooperation of Gretna Factory.

Trial order successful—

The successful results obtained from the trial of 17 blankets—an easily removable and replaceable form of insulation for manholes—decided the Beacon Oil Company of Everett, Massachusetts, to install 70 blankets. Later the entire plant may be equipped —including approximately 200 blankets.

E. J. Weaver and C. T. Dearborn, Boston district, sold the order.

Changing a specification—

Through the untiring efforts of Paul T. Phillips, N. D. MacKesson, and E. H. Holtgrewe, salesmen of St. Louis district, Western Division, an order was sold to the Central Illinois Public Service Company, including 330 squares of Super Class "A" Built-up Roofing for their new warehouse at Marion, Illinois.

A competitive roofing had been specified and the three salesmen cooperated with the J-M approved roofer at West Frankfort to get the specifications changed.

Service distributor in Kansas City—

O. A. Howe, Kansas City territory salesman, recently signed up the Pierce Products Company, of Kansas City, Missouri, as a service distributor. He received an initial three carload order, consisting of Insulating Board, Rigid Shingles, and Asphalt Shingles.

Tile Flooring installations—

H. F. Keller, salesman, Chicago district, has a fine record in his territory in Illinois for sales of Tile Flooring Type "A".

Installations have been made in the Seward School at Seward; Pecatonica School at Pecatonica; Embury Church at Freeport; Methodist Church, National Bank and Elks Club, all at Rockford; and Presbyterian Church at Argyle.

The Car-Pet-Line Company, approved contractor, at Rockford made all installations except the first.

Steel company orders—

The sales efforts made by D. W. Very, S. H. Boyer and W. T. Kennedy, steel department salesmen, Pittsburgh district, are responsible for the following large orders in Pennsylvania.

An order has been secured from the National Tube Company, Pittsburgh, for insulation of two new open hearth furnaces and two new soaking pits, at their National Works, McKeesport. The order includes 16,600 square feet of two-inch Superex, 114 tons Sil-O-Cel C-3, 29,000 C-22 Sil-O-Cel 9-inch straight brick for the open hearth furnaces, and 3,800 square feet of two-inch Superex Blocks, 1,700 square feet of 2½-inch Superex Blocks, 3,800 pounds No. 302 Cement, 53,200 Sil-O-Cel C-22 9-inch straight brick, 4,200 pounds mortar and 3½ tons Sil-O-Cel C-3 Concrete for the soaking pits.

The Rankin-Dutney Corporation, approved insulation contractor in Pittsburgh, was recently awarded a contract in the amount of approximately $78,000 for insulation of four new boilers, for the J. & L. Steel Corporation, Eliza Furnaces, Pittsburgh. The surfaces to be insulated include steam lines, exhaust steam lines, feed water piping, air flues, fans, housing and powdered coal equipment.

Another order was secured from the Bethlehem Steel Company, Johnstown, for two new blast furnaces and called for quantities of Superex, Sil-O-Cel Brick and C-3 Concrete amounting to $16,900.

Recent Erie territory orders—

Some of the recent jobs secured by F. E. Dreger and K. S. Rice in the Erie territory include: 135 squares of Built-Up Roofing for the Meadville, Pennsylvania, High School; 220 squares of Super Class "A" Built-Up Roofing for Charles Horn Silk Company, Titusville, Pennsylvania; a large Sanacoustic Tile installation for the Hammermill Paper Company, Erie; and a car of Celite-for-concrete sold to Cope and Fisher, engineers, for work in connection with a large engineering project at the Erie City Sewerage Disposal Plant, now under construction.

Seventy tons of Celite—

R. W. Canon, salesman, Pittsburgh district, was instrumental in securing the specification of Celite-for-concrete now being used in the construction of the new City Ice and Fuel Company plant in Pittsburgh, Pennsylvania. Seventy tons will be used.

Oakland has permanent exhibit—

A great number of dealers on the Pacific Coast are installing permanent building materials exhibits in their place of business. The last one to complete a set-up was Henry Cowell Lime and Cement Company, Oakland, California. Their exhibit room is approximately 16 feet square, showing all types of Shingles, Asbestos Wall Tile, Asbestos Wall Board, Insulating Board, Tile Flooring, Transite Corrugated, and Flat Transite. Designs and floor plans were made up by the Pacific Division sales promotion department under whose supervision all construction was done.

Selling roofs to farmers—

George Quinlan, building material salesman out of the Omaha Office, recently put forth special effort on No. 5 Asbestos Shingles, and was successful in selling a 41 square job of mottled green, a 20 square job of blue black, mottled gray and mottled red combined, and a 14 square job of Cornwall blend, all to farmers living in the section.

Cooperation pays—

Further proof that close cooperation by the sales force with an aggressive distributor invariably results in profitable shingle sales despite a restricted potential market is furnished by the fact that the R. S. Solomon Hardware Company of Headland, Alabama, a town of only a few thousand, have already sold three cars of Asbestos Shingles with the cooperation of G. H. Davis, New Orleans district salesman.

Two schools J-M roofed—

Harry Houston, New Orleans district salesman, recently sold two roofs for schools in Southern Alabama, which required a total of 503 squares of No. 70 Mottled Red Asbestos Shingles.

Sanacoustic for press room—

C. E. Potter, New Orleans district salesman, with the cooperation of Bob Orth, special acoustical representative, and Al Graning, acoustical engineer for Taylor-Seidenbach, Inc, approved acoustical contractors, was successful in closing a $2,100 contract for Sanacoustic Tile to be installed in the press room of the Arkansas Democrat, Little Rock, Arkansas.

Advantages of smooth roof—

George S. McLaughlin, architectural representative of the Boston district, recently persuaded the architect who is drawing plans and specifying materials to be used in the additions and alterations to the Danvers State Hospital, Danvers, Massachusetts, to

(*Continued on page* 26)



Charles J. Kuehner, special automotive equipment salesman in Chicago, who established a record by appointing three Class A Brake Service Stations in one day.

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At J-M Meetings

A carpenter-contractor meeting outstanding alike in the number of carpenters who attended it and in the interest and enthusiasm which it created was the one held recently at the yards of the Southeast Missouri Lumber Company, Cape Girardeau, Missouri, by J. J. North, salesman of the St. Louis district, Western Division, assisted by William A. Johnston, sales manager building material distribution department, and C. H. Plackmeyer of the St. Louis office.

T. H. Russell, Cleveland district building material sales manager, G. O. Hartzell, salesman, Toledo territory and W. S. Gordon, Jr., Central Division sales promotion department, recently conducted a very profitable sales meeting with thirteen roofing salesmen of Fred Christen and Sons, approved roofing contractors of Toledo.

Following a dinner at the Commodore Perry Hotel the film "Story of Asbestos" was shown. Mr. Russell then addressed the men on the possibilities before them in the sale of J-M roofing, in the reroofing field particularly.

At the request of Walter Christen, Mr. Hartzell agreed to talk at the regular meetings of the organization twice a month during the next few months to discuss J-M materials.

A recent meeting of over one hundred employees of the Lone Star Cement Company, in New Orleans, was attended by C. J. Flanagan, New Orleans district sales manager, R. S. Hammond, Southern Division building materials department sales manager, and Louis Seidenbach, of Taylor-Seidenbach, Inc., local J-M service distributor, each of whom gave talks. A roofing demonstration was given by means of sample boards on which asbestos shingles were applied during the meeting. Two immediate roofing prospects were secured at the meeting.

The Holekamp Lumber Company gave a sales dinner recently which was attended by the following Johns-Manville people: R. C. Harden, J. B. Stevens, T. C. Greenwood, W. A. Johnston, E. J. Liggett, J. E. Plackmeyer, C. H. Plackmeyer, R. F. Orth, L. A. Foster, Y. H. Clark, S. H. Flannagan, and J. M. Keith.

After dinner, brief talks were made by Carl Holekamp, Mr. Harden, Mr. Stevens and Mr. Greenwood. Then followed a sales school and written answers to questionnaires for which first, second and third prizes were awarded to Mr. Orth, Fred Holekamp, and Mr. Foster.

The high regard that is held by the employees of the Holekamp Lumber Company is evidenced by the fact that the average length of service of their employees is sixteen years.

A carpenter-contractor meeting was held recently by the Dascomb-Daniels Lumber Company, Cheyenne, Oklahoma, before which a chicken dinner was served.

C. V. Holmes, St. Louis district salesman, gave a brief history of J-M, a history of Rigid Shingles and the story as to how reroofing came into vogue, after which he gave a demonstration of the application of No. 70 and No. 40 shingles on decks prepared for the purpose.

The meeting closed with the showing of the three J-M films.

A sales meeting was held at the Minneapolis Athletic Club recently, which was attended by P. A. Andrews, vice-president, R. C. Harden, sales manager of the Western Division, W. G. Wendland, sales manager of the Northwest district, A. W. Bergman and all the personnel conected with the Minneapolis office.



A well attended carpenter-contractor meeting held recently at Cape Girardeau, Missouri, at the Southeast Missiouri Lumber Co. yards.

Within the Circle

General Headquarters

ILONA L. NYMAN, *Reporter*

Sympathy is extended to Miss Winifred Sullivan, sales promotion department, in the loss of her father on August 14.

M. A. Heikkila, sales promotion department, made a ten-day trip during August through New York and New England states, gathering material for next year's plan book. He interviewed service distributors, retail lumber yard owners, and home insulation contractors.

H. L. Rusch, supervisor of performance reports section, has just spent two weeks in Cleveland and Chicago, securing additional performance reports.

Ilona L. Nyman, secretary in the Circle office, recently underwent an operation for appendicitis.

Eastern Division

R. B. ADAMS, *Associate Editor*

While on a vacation trip MISS CATHERINE FELLOWS, who has been in the Albany office for the past ten years, changed her name to Mrs. Warren Rate.

Friends of J. M. WATT, salesman in the Philadelphia Metropolitan territory, are glad to know of his recovery from a recent operation.

MISS HELEN STANTON of the Dictaphone department, Philadelphia, received a hearty welcome upon her return after several months' absence recuperating from an operation.

Philadelphia District welcomes the following new employees: CHARLES L. DAY, engineer, formerly of General Headquarters' engineering department; J. T. MORRIS, automotive salesman; MISS ANNA BEHR, assistant to Perry Faust, credit supervisor; MISS EMMA KIRN, bookkeeping machine operator; and MISS EDITH PRAUL, file clerk.

ROY MCGUINESS had a collision on August 11 and badly damaged his car. He suffered no personal injury.

The merchandising building materials salesmen in Syracuse are preparing to assist their dealers in setting up attractive displays of J-M materials at the various fairs.

CHARLES F. MACGOWAN has joined the Boston district as clerk in the credit department.

Central Division

M. C. MALHAM, *Associate Editor*

FRED FIX, transportation and government department, and Miss Marguerite K. Mautz of Cleveland were married June 14.

GEORGE KEYES, accounting department, was married June 10 to Miss Elizabeth Canaga of Cleveland.

Among the new employees in the Central Division are AUGUSTA ELLEBRECHT, stenographer, Cincinnati office; L. P. SCHICK, Detroit sales department; and JAMES G. ARMSTRONG, automotive salesman, Pittsburgh district.

N. G. TOBBE, assistant to G. R. LEWIS, manager, Central Division, announces the arrival of a baby boy, Derek, on July 26.

Congratulations are extended to Mrs. Miller, formerly ANN HARMON, stenographer in the transportation and government department, who was married July 19 to Joe Miller of Cleveland.

W. S. GORDON, JR., sales promotion department, and Miss Sara J. Fagan of Baltimore were married July 14 at All Saints Church in that city. The attendants were Miss Evelyn Droll, Baltimore, and Richard McBride of New York City.

Western Division

E. NELSON, *Associate Editor*

E. J. LIGGETT has been appointed, in addition to his present duties, acting St. Louis district office manager, succeeding M. SACHS. Mr. Sachs is replacing C. H. PLACKMEYER, building materials clerk, who is joining the Pierce Products Company, Kansas City, Missouri, J-M service distributors.

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H. B. Harden, vice president and general manager, The Flaxlinum Company, Minneapolis, was a visitor at the Chicago office recently. He gave an order, not long ago, to J. E. BOWELL, J-M salesman in Minneapolis, for insulation material for two digesters in their plant.

J. W. THOMPSON, filtration engineer, General Headquarters, stationed in Chicago, was married to Miss Lillian Cubley recently at Santa Anna, California. Mr. Thompson went by rail from Chicago to Kansas City and from there flew to Los Angeles, making the entire trip in approximately 24 hours. Immediately after the wedding, Mr. and Mr. Thompson left California by motor, arriving in Chicago five days later.

Mr. and Mrs. Frank Turnquist have announced the marriage of their daughter, Ruth Charlotte, to EARL E. BACKVOLD, J-M salesman in the tri-city territory of the Chicago District.

With the organization of the new Northwest district, MR. WENDLAND brought with him from Chicago, as office manager, PAUL I. NEITZ, formerly of the Western Division industrial department. Others coming from Chicago to work in the Northwest district office include T. H. ELKVALL, J. S. CORRADO, GAY W. HOLMQUIST, MARIE V. KASIK and HELEN KOVELL. H. M. ROBBINS, formerly at Minneapolis, is also included in the office personnel. On the sales staff, transferred from Chicago, are TED H. M. CRAMPTON on concrete products, L. J. MACMAHON on Tile Flooring, ERNST STECK on engineering service and WEBSTER T. SMITH as a special architectural representative. PAUL J. WASHBURN from Minneapolis will handle acoustical and sound isolation materials.

HAROLD L. HENRY, salesman, is the father of a baby boy, born on June 27.

The Northwest district was visited recently by LEWIS H. BROWN, President, and RALPH C. HARDEN, manager of the Western Division.

D. L. GREAVES, auditor from General Headquarters, was at Milwaukee recently to give assistance in the proper procedure for all details to be taken care of at this office.

MISS MARQUERITE C. KLAESER, typist, is a new employee in Northwest district.

On July 7, P. J. WASHBURN, special acoustical representative, reported the arrival of a baby girl, Dorothy Jean.

Southern Division

BRUCE K. OWEN, *Associate Editor*

RALPH KENNEDY began August 1 as credit supervisor, Atlanta district.

Among the new employees are MISS MAY MANNING, stenographer, sales engineering department; A. P. MONLEZUN, clerk, order department, New Orleans District; and MRS. ENOLA F. TOMES, accounts receivable bookkeeper, New Orleans district.

T. M. BUTLER, winner of 1929 Rigid Shingle sales contest throughout the company, has rejoined J-M as Memphis office salesman.

Announcement has been made of the engagement of RENE SCHMITT, order department, New Orleans office, to Miss Leona M. Hornot. The wedding is to take place in the near future.

JOHN M. TAYLOR was presented with a beautiful trophy, a token of his winning the 4th of July Flag Day Tournament at the Colonial Golf Club.

F. W. BRAINARD, division office manager, recently made a visit to the Atlanta office with J. L. WOOD, general credit manager.

R. J. WILLE, with C. J. FLANAGAN, New Orleans district manager, attended a barbecue given by the Dixie Roofing Company, J-M distributors, at Monroe, Louisiana. Approximately 125 carpenters, contractors and architects and prominent citizens were guests.

The wife of A. H. STOCKMAR, architectural representative, is well on the road to recovery, after a serious operation at the Mayo Brothers Hospital, Rochester, Minnesota.

NELSON B. SHERRILL, of General Headquarters, has been in the Southern Division working in the interest of Home Insulation, and helping to line up contractors for this work.

Pacific Division

HAL HALLSTROM, *Associate Editor*

W. W. MCDONNELL, Oakland office, building materials department representative, is the father of a baby girl, Beverly May, born on May 11.

ERVIN H. CLAUSEN, sales manager, San Francisco district, has been making a survey of his entire district. He has found temperatures up to 118 degrees in Bakersfield, but he says he likes it.

A future J-M salesman, Lauren Locey, Jr., was born on June 30. LAUREN LORCEY, SR., of the Pacific Division accounting department is very happy these days.

Canadian Division

G. H. MEREDITH, *Associate Editor*

The employees of the Toronto District office extend their sympathy to MISS EDYTHE MORRISH, stenographer, in the recent loss of her mother.

S. A. RUTLAND, sales promotion department, Toronto District office, was recently married to Miss Azala Clara Frances Denby.

Research and Development Department, Manville

T. J. O'NEIL, *Reporter*

R. D. CANFIELD, formerly with the Steel and Tubes Corporation of Brooklyn, New York, has been engaged as assistant chemist for Colloid investigations.

GUY WHERRIN of the Construction Equipment Company, Los Angeles, California, visited the research department during August. Mr. Wherrin was formerly chief inspector for the Celite Corporation.

MISS VELMA FARNHAM, editor, visited the research department on August 22.

The Somerset County tennis tournament will have this year the following representatives from the research department: L. E. WEYMOUTH, H. T. COSS, M. DAVIER, G. KERR, R. LIPMAN and DR. B. TOWNSHEND. Last year's final match was won from Dr. Townshend by G. Kerr. These two men are also this year's favorites.

D. S. SPICER, assistant physicist in the friction material division, was married to Miss Pauline Niece on August 2. Mrs. Spicer was formerly private secretary to Dr. Miller of the Case Technical School. Mr. Spicer before his connection with this company was personal assistant to Dr. Miller.

I. W. HAMM, laboratory assistant in the strength of materials division, left September 1 to resume his studies at Cornell University.

H. F. MULLEN of the insulation division, rescued a would-be suicide from the Raritan River at Bound Brook recently.

Asbestos Factory

GEORGE L. FULLER, *Associate Editor*

MR. and MRS. PORTER of Waukegan, in passing through on their honeymoon trip, were shown the mine and mills.

DR. A. B. CUMMINS, manager of Celite research, and MR. ROBINS, a member of the research department at Manville, visited Asbestos during their vacation in Canada.

MISS PAULITA ANDREWS, pay-roll accountant, and MISS JEAN HARDY, secretary to Mr. Voorhees, vice president and treasurer, both of New York, spent some time with friends in Asbestos.

PETER BARTLEMAN, assistant service superintendent, and MISS E. J. MACFARLANE, hospital staff, were married at the home of the bride in Cornwall, Ontario, in the presence of a group of relatives and friends. A. D. TECTOR acted as best man.

G. B. BROWN, development engineer, Manville Factory, spent a part of his vacation at Asbestos, visiting old haunts and friends.

LOUIS HOULE, pit toolkeeper, is the father of a son born August 7.

MR. and MRS. FRED SCOTT are the parents of a baby girl. The christening of the infant took place at the home of the parents of Mrs. Scott on August 25.

A double wedding took place at the new United Church, Asbestos, on May 12. The couples were STANLEY T. DAWBER, of the engineering department, who married Miss Bertha Hall of Wigham, Lancashire, England, and FRED ALDINGTON of the research department who married Miss Olive Lees of Oldham, Lancashire, England. This was the first wedding ceremony to take place in the new church and both brides were presented with white bibles.

E. R. WIRTH of the engineering department married Miss Margaret Muller of Kolberg, Germany, on the 22nd of May.

On Friday the 13th of June, which happened also to be her birthday, MISS MARGARET H. TEED of the office staff at Asbestos Factory, attended before the Supreme Court of her native Province of New Brunswick and was sworn in as a barrister of the Supreme Court. Miss Teed has the honour of being the fifth woman to be admitted to the practice of law in the Province of New Brunswick.

Cincinnati Factory

R. L. REINHART, *Associate Editor*

WILLIAM AMMANN, foreman of the punch department, is the father of a baby girl.

HOWARD WETHINGTON, mechanical department, was recently married to Miss Marie Hamilton of St. Bernard, Ohio.

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Dayton Factory

R. L. REINHART, *Associate Editor*

Dayton Factory has had as visitors recently LEWIS H. BROWN, President; S. A. WILLIAMS, vice president; D. C. RENTON, chief engineer, Manville Factory; A. J. ERICKSON, Manville Factory; and W. H. LAWRENCE, General Headquarters.

PAUL GRAHAM, mechanical department, was recently married to Miss Elizabeth Burke of Cincinnati.

Gretna Factory

EDGAR L. BELSOM, *Associate Editor*

A. SCHMIDT from the General Headquarters insurance department was a visitor at the Gretna Factory August 25.

JOHN HANSEN, oiler, underwent a minor operation and is now getting along well at the Mercy Hospital. Mr. Hansen came to Gretna from the Waukegan Factory.

Lompoc Factory

J. H. MERRIAM, *Associate Editor*

LOUIS W. HALLER has been employed as tabulating operator in the office department.

DONALD E. CLARK, superintendent, of powder mills, and Miss Lyla Cunningham were married at Le Grand, California, on June 22.

Lompoc Factory extends sympathy to PETE SHOEMAKER, sheet metal man in the machine shop, whose wife died suddenly on July 6 following an acute heart attack.

MISS ELSIE MALONE, secretary to the manager, returned in June after a five months leave of absence, during which she made a trip abroad.

A daughter, Trisha Lou, was born to Mr. and Mrs. Sam Sechrest, July 9. MR. SECHREST is foreman in the brick plant.

A son was born to Mr. and Mrs. Frank Higgins on July 25. MR. HIGGINS is an old time employee of the transportation division. He now has a family of nine boys and two girls.

The deer season opened August 1, and within three days more than fifteen deer were bagged within a few miles of the plant.

Manville Factory

A. J. AYRES, *Associate Editor*

J. P. KOTTCAMP and S. COLLIER of Waukegan Factory were recent visitors at Manville.

DR. J. L. YOUNG, the plant physician, is the father of a baby boy, born August 7.

D. C. RENTON and A. J. ERICKSON visited Cincinnati and Dayton recently.

ALBERT REID, inspector in the card room, "A" building, has recovered from an operation for appendicitis.

MR. LARISON, superintendent of the paper mill, visited Waukegan and Nashua factories recently.

Nashua Factory

J. J. FARRELL, *Associate Editor*

ELWYN C. HOPKINS, former associate editor of the Circle, now foreman in the Electrobestos department, and MISS CELIA MAYNARD, telephone operator at Nashua Factory, were married August 2. They took an extended wedding trip through Canada.

CURTIS H. FINNEY, employed as machine tender in the press department, and Miss Margaret Cleary, local school teacher, were married June 14.

The sympathy of Nashua employees is extended to the family of AUBREY W. MOORE who died June 9. Mr. Moore had been employed in the corrugated department for the past five years.

JOSEPH G. HOULE, employed in the Ebony department, is receiving congratulations on the birth of a daughter born July 15.

CHARLES F. PATTERSON of New York office was visiting Nashua fourteen days recently in the interest of fire prevention and protection.

By the first of August, aproximately fifty-five new homes in the area burnt out May 4, were being rebuilt. Work of rehabilitating fire victims was handled by the American Red Cross in a very efficient and satisfactory manner from funds subscribed by individuals and firms all over the country. The Asbestos Wood and Shingle Company has contributed the sum of $2,000 which is in addition to the sum contributed by employees.

The following employees of Nashua Factory have started rebuilding their homes lost in the fire of May 4: CORNELIUS HAGGERTY, JOSEPH CARDIN, LOUIS LORRAINE, JOSEPH MARQUIS, ELPHEGE ROY, and WILLIAM WILLS.

ARTHUR B. SAUNDERS, chemist at Nashua Factory, and MISS CATHERINE THOMAS, secretary of Nashua Y. W. C. A., were married June 16 at Miss Thomas' home at Ocean Point, Maine. Mr. and Mrs. Saunders have taken an apartment on Stark Street.

A party of twenty-five employees of Nashua Plant, journeyed to York Beach, Maine, recently, on a deep sea fishing trip.

Several new recommendations were received and practically all were adopted at a recent safety council meeting.

Best wishes of Nashua employees are extended to ARTHUR J. DIONNE, who recently resigned to enter business for himself. "Shorty," as he is best known, has been employed for the past twelve years as machinist in the repair department.

MAURICE A. DANIELS, assistant to the traffic manager, is leading pitcher on the Milford, New Hampshire baseball team. The Milford team is leading the Tri-State League composed of teams from New Hampshire, Massachusetts and Vermont.

Mr. and Mrs. Albert Belanger have the sympathy of employees at Nashua in the death of their nine months old daughter, Loraine. MR. BELANGER is employed as machinist.

Pittsburg Factory

E. L. ADAMS, *Associate Editor*

On August 4 a baby girl was born to Mr. and Mrs. C. H. Ward, at the Martinez Hospital. MR. WARD is foreman of Nos. 1 and 2 buildings and is a former employee of Waukegan Factory, having been transferred to Pittsburg in 1925.

During the summer months the Pittsburg Factory office force held weekly picnics and swimming parties at Russelman's Park, a resort on the slope of Mount Diablo about 12 miles from Pittsburg. Novelty lunches, swimming, dancing and various games were enjoyed and the parties continued until rains put a stop to them.

Waukegan Factory

E. J. HAMPSON, *Associate Editor*

RICHARD JACOBS, cement department employee, announced the arrival of a boy at St. Therese's Hospital July 25.

CARL HARTMAN, foreman wet magnesia department, was married July 20 to MISS EMMA RICARD, who formerly worked in the packing department.

HAROLD GOLEWITZER, block moulder, magnesia department, is the father of a baby boy born August 6 at the Victory Memorial Hospital.

ROBERT BREAN, shipping clerk in the packing department, was married to Miss Lottie Leveneowski of Chicago on July 19.

MICHAEL BURGER and MISS MARGERY MCKIM of the packing and pipe covering departments, were married in June.

GEORGE MCKIM, magnesia finishing department, was married on June 20 to Miss Nellie Foster.

LLOYD FUNK, employed in the moulded lining department, is the father of a baby boy, Lloyd, Junior, born on June 20.

WILLIAM COLLINS of the packing department is the father of a baby boy, Jack G., born on June 22.

DARL SMITH of the brake block department was married to Miss Isabel Erickson of St. Paul, Minnesota, on the 4th of July.

Weaver-Henry Corporation

C. E. MANGRUM, *Associate Editor*

C. QUINN, specification engineer of Weaver-Henry Corporation, conferred with salesmen in the Northern California territory during July, the purpose being to educate the hardwear dealers in the merchandising of roofing products.

W. B. KOEHLER, sales manager of Weaver-Henry District, returned July 28 from two weeks spent in the Northwest territory looking after sales promotion.

H. E. MILLER, chief engineer of Pittsburg factory and A. C. CROMWELL, manager of Lompoc factory, visited Weaver-Henry factory recently, their object being to appraise Weaver-Henry roofing machinery and equipment for insurance purposes.

Weaver-Henry factory employees are enjoying the comfort of a new washroom, completed in August. It is constructed of hollow tile and has a neat plastered interior.

Brewster Stickney broadcasts—

Brewster Stickney, power products salesman, Cincinnati sales territory, broadcast over WLW on June 22 an historical flash-back of the battle of Manila, written by his father, war correspondent, who stood with Admiral Dewey on the bridge of the Olympia during the battle.

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Promotions and Transfers

J. W. BARKER: general field roofing man, transferred to the Albany office as merchandising salesman.

A. V. BOYD: promoted to office manager, Atlanta district.

MISS ELSIE GOBEL: promoted from the filing department to billing clerk, Philadelphia office.

EDWARD HAKE: promoted from architectural service clerk, to assist F. T. Crow and E. J. Sullivan, staff managers, Philadelphia district.

M. B. JUENKE: transferred from accounting department, Cincinnati, to Dayton Factory.

W. H. LAWRENCE: promoted to staff manager of the flooring and waterproofing section of the general building materials department, with headquarters at New York.

R. C. MCGUINESS: merchandising salesman transferred from Albany office to Syracuse office.

SAM J. PIERCY: promoted from sales supervisor, building materials department, San Francisco district, to assistant manager, San Francisco district and sales manager, building materials department, San Francisco district.

CAMPBELL RYAN: appointed staff manager of the Wall Tile Products section of the general building materials department, in addition to Insulating Board Products.

G. S. SMITH: plant engineer, Alexandria Factory, transferred to Manville Factory.

N. T. VALENTINE: transferred from New York to architectural representative in the Boston district.

MISS THELMA WALSH: transferred from New Orleans district office to Southern Division headquarters.

HENRY WETZEL: transferred from accounting department, Cincinnati, to Dayton Factory.

C. A. WOODRUFF: salesman, transferred from Atlanta district to J-M International Corporation.

Built-up Roofing on mills—

L. D. Smith, Boston district roofing inspector, recently made a survey of the roofing at the Cumberland Mills, Maine, plant of the S. D. Warren Company, manufacturers of fine printing paper. He found that there are six thousand squares, mostly Class "A" J-M Built-up Roofing on the roofs of the plant, all of which have been put on since 1913.

"Hot Dog" parties held—

"Hot Dog" parties are the means used by Crow-Burlingame Company, J-M automotive distributors, to create interest in the various lines handled by them as jobbers. "Hot Dog" parties have been held at El Dorado, Hot Springs, and Pine Bluff, Arkansas, attended by representatives of the manufacturers, the jobbers salesmen, and dealers handling their lines. E. A. Longinotti and R. W. Mackey represented J-M at each of these meetings, giving talks on J-M linings and brake problems in general.

Displays were set up in each store by each manufacturer so that those present could see the various materials Crow - Burlingame sells.

It is planned to make these "parties" annual affairs, as they proved so profitable to all concerned.


JOHNS-MANVILLE CORPORATION
NEW YORK CHICAGO CLEVELAND SAN FRANCISCO TORONTO
(*Mail coupon to branch nearest you*)
Send me your free booklet telling the story of colorful, permanent roofs.
Name 岳 物 和 先 生
Address 中華民國陝西省南鄭縣北大街68號
R-32-3
..... 各宅 .....

There is interest in colorful, permanent roofs even in the Far East, as this coupon requesting literature indicates.

Super-Cel for cleaning gasoline—

Numerous inquiries and orders have been received at Albany office recently from cleaning and dyeing establishments. These firms are finding that Super-Cel is a fine material to use in conjunction with the reclamation and cleaning of gasoline.

Birmingham branch opened—

Taylor-Seidenbach, Inc., of Alabama, recently opened a branch in Birmingham to take care of acoustical, insulation, and built-up roofing work. R. C. Badger, formerly with Johns-Manville at Chicago, is in charge of this branch.

Mayor drives spike in bridge decked with Asphalt Plank

A golden spike—the last to go in the bridge structure—was driven by the Mayor of Bridgeport, Connecticut, at the formal ceremony for the opening of the Berkshire bridge, recently.

The bridge had been closed for extensive repairs, including a new deck of J-M Asphalt Plank.

The order for the plank was sold by F. L. Heist, who attended the opening ceremony. Also in attendance were T. E. Harris and W. J. Bucklee, of General Headquarters, who consulted with the contractors during the construction.

Celite in new building—

The Edison Electric Illuminating Company of Boston is erecting a fourteen-story office building to be of steel and concrete.

Celite is being used in all of the concrete work throughout the building. The steel is being electrically welded, this being the first structure of its kind in the country to be so welded.

In addition to using Celite, the J-M approved insulation contractors, the Asbestos Covering and Textile Company, have the insulation for the heating and plumbing lines, on which J-M materials will be used.

Competitive tile was to be used on the floors of this building, but due to J-M's entry into the tile flooring field, and the good work of H. M. Saben, J-M representative, the order for the tile, which had actually been placed, was held up and Tile Flooring Type "A" installed first in one of the Edison stores, and then in two more stores, to see how it stands up, and as the result of the test, an order is expected for tile flooring for the entire building, amounting to approximately 75,000 square feet.

George Fohey adds to selling reputation; large order sold

Again George Fohey, Milwaukee sales office representative, has gained recognition through selling large initial orders of new products added to the J-M line.

This time he was among the first to obtain carload orders for both the asphalt and rubber and felt sided type expansion joints.

The Asphalt Construction Company, Milwaukee, Wisconsin, service distributors, purchased the material.

Answers to Questions on page 10

91. Approximately equal parts of asbestos fibre and portland cement are united under tremendous pressure into dense homogeneous unlaminated sheets.

92. It is applied after dipping one face of sheets in hot asphalt and is finished with Insulkote. Portland cement plaster is sometimes used as a finish instead of Insulkote.

93. During 1873-4 three types were made—asbestos wick packing, sheet packing and rope packing.

94. It is resilient, long-lived and can be used below grade where moisture prevents the use of most floorings.

95. Type used on flat or slightly sloping roofs consisting of alternate layers of asphalt-impregnated asbestos felt or asphalt-saturated rag felt, and J-M Asphalt Roofing Cement.

96. A liquid asphaltic compound used on brick and concrete walls as damp-proofing (usually under plaster).

97. Cincinnati Factory.

98. A flexible insulation made of asbestos fibre stuffed between two layers of asbestos cloth and secured together in blanket form for use in covering irregular surfaces where removable insulation is desired.

99. Southern Division.

100. Service Sheet, Service Gaskets, Kearsarge Gaskets, Sea Rings, Mogul, and Kearsarge Rod.

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St. Louis baseball team: (first row) Pickett, Dorley, J. E. Plackmeyer, Sachs, Foster, Hartman, (second row) Orth, C. H. Plackmeyer, Garrison, Flannagan, Rutherford.

J-M SPORTS

As a feature of the sixth annual golf tournament of the New York Railroad Club held August 12 at the Winged Foot Golf Club, Mamaroneck, New York, a team championship was held among 12 nationally known railroad and railroad supply companies. The championship was won by the Johns-Manville team that included, George A. Nichol, Jr., vice president, J. S. Doyle, Jr., C. E. Bryant and P. D. Mallay, whose respective scores were 87, 86, 95 and 101.

A large silver cup was presented to Mr. Mallay, as captain of the J-M team. The cup will remain in Johns-Manville's possession for a year. To be kept permanently the cup must be won three times by a company.

Approximately 250 players participated in the entire tournament, for which Mr. Doyle was general chairman, assisted by Mr. Bryant.

A golf team composed of members of the Southern Division and New Orleans district office personnel recently were defeated by the New Orleans Public Service team, in a match played at the Colonial Country Club. The losers tendered the victors a banquet at which John M. Taylor, Southern Division sales manager, presided as toastmaster.

The St. Louis sales office baseball team has scored two victories over the Holekamp Lumber Company nine. On August 3 the J-M team won with a 19 to 4 score.

Five home runs featured the contest, two by Dorley and one by Orth of J-M, one by Riek and one by Thomas of Holekamp Lumber Company.

The first game of the series was played July 14, J-M defeating Holekamp by a score of 13 to 7. The attendance at this game numbered approximately 200.

The losers are to entertain the winners with a dinner.

The feature event of an outing held in July by the office force and manufacturing departments at Manville, was the elimination contest of baseball between the single and married of the office, and single and married of the manufacturing departments.

The single men of the office, captained by "Charlie" LaGattuta, beat the married men led by "Herb" Richards by a 7 to 2 score.

The single men team from the manufacturing department, led by "Phil" Cannon, lost to "Dewey" Carlson's married men team by a score of 4 to 3.

The play-off for the prize between the manufacturing married men's team and the office single men's team was won by the office with a score of 4 to 1.

The stars of the day were Frank Ryan and Dave Renton for the married men, and Phil Cannon for the single men.

There were also games of quoits, races, a tug-o-war, and many other diversions. About 100 were present at the outing.

The Waukegan Plant finished third in a 36-hole Industrial Golf Tournament held in Waukegan during the latter part of July.

Nine factories entered teams of eight men each. At the end of the first 18 holes Waukegan was in sixth place with a total of 780. However, the team came back strong the following Saturday and climbed to third place, turning in a score of 672 which was low in the tournament.

Members of the team were: F. Nemanick, and S. Taylor of the main office and Earl Leggett, F. Bennett, J. Godin, N. Sabine, C. Slobe, and K. Stines of the packing department. Low scores for the 36 holes were turned in by Nemanick with 166 and Sabine with 169.

The Asbestos Factory golf team played Thetford Club on August 2. Thetford lost the match, the local club winning by a score of 11 to 8.

During May, while snow was still on the ground, plans were formulated for an inter-department Twilight Baseball League at Asbestos Factory, the winner to hold the manager's cup for the current year.

The league was composed of teams representing the town, mill-shop, factory and mine. The league closed with the mill-shop and factory tied for the cup. A play-off is to follow.

From the players in the Twilight League the first team squad was chosen. The team has played ten games and won eight of them. All prospects point toward the amateur championship of the Province as this team is without a doubt the best Asbestos has ever produced.

The team includes: "Pete" Landry, "Doc" Waining, "Mugs" McGinnis, Roux, "Shorty" Codere, A. Harvey, R. S. Gardner, "Bert" Whitney, R. Harvey, A. Plourd, E. Plourd, A. Cote, Boudreau, Beaurivage, Beaudette, and Frank Deegan.

The ancient game of "horseshoes" was revived this summer at Weaver-Henry plant, the course being inaugurated early in July. A double tournament was held, with each team playing two games with all opponents. Following this, a single tournament was held in play-off fashion, and a $2.50 cash prize was awarded by T. W. Fletcher, superintendent, to the successful player, W. W. Miller.

Dayton Factory is organizing a bowling league in preparation for the coming season. They hope to be able to avenge the defeats at the hands of Cincinnati Factory at the end of last season. Competition between the two factories will be especially keen this year, as there are many men at Dayton Factory who have bowled in Cincinnati's league.

The Southern Pacific Railroad Company, Houston, Texas, recently challenged the J-M Southern Division golf enthusiasts for a series of three matches. The S. P. teams were made up of members of that organization located in both New Orleans and Houston. The J-M team included members of the Southern Division located in New Orleans, and several from the transportation and government department.

The first match, held at the Colonial Country Club in New Orleans, resulted in a victory for J-M, 23½ points to 12½. A beautiful trophy will become the permanent possession of the winner of two out of the three matches.

C. S. Pond was low man for Southern Pacific having a nice game with an 82. A. C. Pickett, of the transportation and government department was low man for J-M with a 78.

Manville fishing trip enjoyed—

Nine of the department heads of Manville Factory enjoyed a fishing trip recently on Barnegat Bay. The fishermen left Somer-



Manville fishing party: (back row) Kingston, Fisher, Cooper, Ponisi, Kelty, (front row) Toohey, Hughes, O'Neil.

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In a baseball game featured by many extra base hits the single men of the Eastern Division and Metropolitan district handed the married men a fine shellacing with a score of 14 to 4 at Victory Field, Richmond Hill, New York, on April 26.

On March 18 the girls in the Waukegan office challenged the office bowling team to a match game providing that the men would allow a six-hundred-pins handicap. The men won the match by 206 pins.

On the girls' team were Gladys Hangebrauck, Florence Bouton, Margaret Carlsen, Jennie Meisenheimer, and Mabel Hangebrauck.

The men's team included Ole Nelson, A. S. Mills, Mike Burger, W. Robarge, and E. J. Hampson.

The J-M girls' bowling team was organized during the latter part of January at Manville. The team, comprised mostly of beginners, has defeated the Catholic Girls' Club, the American Legion Women's Auxiliary and the Manville accounting department bowlers.

History always repeats itself. The J-M men's bowling league at Cleveland can attest the truth of this old adage. Having been badly defeated earlier in the season they attempted a comeback at the Alhambra alleys on March 28 and once more suffered defeat. The victors in both matches were the J-M women's bowling league, consisting of four teams of five women each.



Girls' bowling team at Manville: (in front) Anna Verba, Agnes Cain, Ellen Haley. (Back) Margaret Kelly, Irma Zanoni, Esther Zanoni.

The climax of a successful basketball season for the General Headquarters quintet was reached April 28 when the team clinched the championship of the Grand Central Zone Athletic Association by defeating the Board of Education team.

At the end of the first half the score was 6 to 6. The game ended with a 16 to 11 score. High point man for the game was Cossentino, who scored 7 points.

This victory won for J-M a silver loving cup presented by Bowman-Biltmore. Little gold basketballs, suitably engraved, were awarded to each member of the team.

The line-up includes Earle, Douglas, Cossentino, Spence, Pope, Rhatigan, Phillips, and Ferrantino.

Presentation of the awards was made at a dinner at the Elks Club on April 29.

Meetings

(*Continued from page* 24)

The oil companies of Oklahoma held a meeting at the Mayo Hotel, Tulsa, March 17 to discuss problems encountered by oil companies on pipe line protection. Johns-Manville was represented by E. V. Rinehart, of General Headquarters, A. C. Wilson, Chicago, and E. L. Rolf of Dallas.

George Conahey, Celite representative, General Headquarters, visted St. Louis office and held a special meeting on the evening of March 17. Mr. Conahey explained Celite thoroughly, pointing out its great potential market.

A meeting of the St. Louis district sales supervisors was held in St. Louis March 11, conducted by Ralph C. Harden, sales manager, Western Division. J. B. Stevens, C. H. McCauley of Chicago and W. D. Van Arnam, staff manager, general power products distribution department, General Headquarters, attended the meeting.

R. B. Adams, field sales promotion supervisor, and E. Nelson, sales promotion manager, Western Division, recently visited the New Orleans district office and while there attended a meeting of the city sales force of Borden-Aicklen Auto Supply Company, automotive equipment jobbers. Both men gave talks on sales promotion among brake lining outlets as carried on by J-M.

Montreal District, in conjunction with G. I. Lachance, J-M distributor, held a meeting on March 25 and 26 in the Builders Exchange of Quebec City. The building line of J-M roofings, together with all J-M power specialties were displayed. More than 225 visitors, including practically all government engineers and officials, attended the exhibit.

Mr. Lachance reports that his company has sold three carloads of materials to customers as a direct result of the meeting.

The exhibit was in charge of L. J. Papineau and E. M. Freeman of Montreal office.

D. S. Boyer, special representative handling the building material line in the Chicago District, has recently conducted a number of meetings with service distributors.

On February 26 he was the speaker at a meeting of the Fort Wayne Builders Supply Company. The object of the meeting was to present to the fifteen salesmen the art of putting Johns-Manville rigid asbestos shingles on the market.

The Kenosha Lumber Company, Kenosha, Wisconsin, building material distributors in that city, held a meeting on March 4 at which Mr. Boyer talked on asbestos and asphalt shingles and on the advantages of asbestos wall tile.

On March 12 he held a meeting with the Standard Lumber and Supply Company at Fort Wayne, Indiana, which was attended by carpenters, contractors and architects. Mr. Boyer based his talk on Dutch Lap shingles.

A meeting of all salesmen in the Indianapolis sales office territory was held on March 21 for the purpose of discussing cooperation with the new service distributor, the Allen A. Wilkinson Lumber Company.

The following day a meeting was held, comprising all of the Allen A. Wilkinson's salesmen and those who attended the meeting the night before.

Answers to Questions on page 10

71. Transite.

72. Shingles made to order to fill a customer's needs in blending with type of architecture. Usually very thick butts, tapering, of varying widths.

73. Asbestos Wall Tile.

74. Maximum, 2500 degrees F; minimum, lowest sub-zero temperature.

75. Rigid panel insulation made of layers of felted cattle hair with burlap at the center and backed on both sides with specially treated fire-resisting canvas covering, for insulating above windows in steel passenger cars.

76. A perforated oil cloth used as a surfacing for Akoustikos Felt in Nashkote type "B" sound-absorbing treatment.

77. Lectures and slides.

78. March 22, 1928.

79. Buff, mottled grey, sienna.

80. Approximately 85% hydrated basic magnesium carbonate and 15% asbestos fibre.

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Chief Line and *Staff Executives* of Cincinnati, Dayton and Gretna Factories



T. R. TURNBULL,
Superintendent, Cincinnati.



L. J. SPANGLER,
Factory Manager, Cincinnati & Dayton.



R. B. MURPHY,
Superintendent, Gretna.



E. L. BELSOM,
Asst. Supt. and Traffic Mgr., Gretna.



J. R. VAUGHN,
Foreman, Cincinnati.



H. H. RINEHART,
Foreman, Dayton.



THEODORE SCHLEUTER,
Plant Engineer, Gretna.



A. KRAAK,
Master Mechanic, Cincinnati & Dayton.



H. R. CONGDON,
Office & Traffic Mgr., Purchasing Agent, Cincinnati.



G. M. JOHNSON,
Chemist, Dayton.



R. L. REINHART,
Office Mgr., Dayton.



J. G. VINCENT
Office Mgr. and Purchasing Agent, Gretna.



R. R. FEY,
Accounting, Cincinnati.



J. T. LEACH,
Foreman, Machine Shop, Cincinnati.



P. D. FROST,
Production Supt., Dayton.

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