JM JOHNS·MANVILLE

News PICTORIAL

MAY 1959



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Federal Housing Administration Commissioner Julian Zimmerman (left) was a guest on opening day. He is shown with Building Products General Manager W. R. Wilkinson (center), Government Service Manager R. C. Simmons.

J-M OPENS NEW EXHIBIT; HOSTS HOUSING LEADERS

By installing an exhibit in the National Housing Center, Washington, D. C., Johns-Manville hopes to have more products installed in America's homes. The Center is headquarters for the National Association of Home Builders and a constant stream of architects, builders, U. S. and foreign government officials visit it daily —and, now, will see our exhibit just as often. The display reads like a "Who's Who" of J-M's products for the home—Seal-O-Matic. Colorbestos, Flexboard, Spintex, Fiber Glass, Fibretone, Stronghord, Hardboard, Decrobord, Terraflex, Corrulux and Transite Pipe for water and sewer mains, airducts, plumbing and gas vents. NAHB officers, FHA and Housing and Home Finance Agency officials and prominent builders were on hand for the opening day ceremonies at our exhibit.



Left to right Vice Chairman of the Center Richard Hudson, R. C. Simmons, NAHB President C. T. Mitnick and W. R. Wilkinson took a moment to discuss the Center's newest permanent exhibit—Johns-Manville's products for home builders.

Above R. C. Simmons (left) and W. R. Wilkinson (4th from left) welcome NAHB officers *from left* Secretary W. Evans Buchanan, Treasurer Leonard Frank, 2nd Vice President Jim Burke and 1st Vice President Martin L. Bartling.

Training Pays Off as Manville Firemen Act Quickly to Stop Fire

Fast-thinking and equally fast-acting backed up by thorough training turned possible tragedy into a small incident at J-M's Manville plant. About 10 o'clock on a recent morning a fire broke out in the motor of a trailer truck parked at a loading dock between "E" Building and the Paper Mill. An alert J-Mer spotted the smoke and, knowing what could happen if fire reached the highly inflammable paper stored nearby, dialed the emergency extension, 511. Plant firemen responded immediately. First the fire was confined to the truck's cab so that it couldn't reach the gas tanks and within 15 minutes it was all over. When Manville's Photographer, Neal Ranauro, arrived on the scene to snap this photo, the fire was almost out and Plant Engineer (also Fire Commissioner) Ed Merrill, third from left in foreground, was able to relax.



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PROMOTE FOUR IN PIPE DIVISION SALES

Pipe Division General Sales Manager J. H. Goodwin announced four personnel changes within his organization during the past months. These changes concern three sales districts, New York, Cleveland and Atlanta. In New York he promoted C. G. (Bud) Topping as the new District Manager succeeding J. G. Walker (see below). After 17 years in sales, Bud was promoted to Area Sales Manager and to Assistant District Manager in New York. He's a Notre Dame graduate engineer and started with J-M in '39. C. H. Dolan, who had nine J-M years in sales and staff work, was named Assistant District Manager. Charlie is a grad of Kenyon via MIT. Clyde T. Norman was named Assistant District Manager in Atlanta. He's out of Texas A & M and joined J-M in '40, spending all his time in direct sales in St. Louis and Houston Districts. Cleveland's new Manager is Porter E. Dix. He had been Assistant Manager and succeeds P. A. Harlamert, who entered his own business. Porter is an engineering graduate from Purdue.



C. H. Dolan (left), C. G. Topping (right)



P. E. Dix



C. T. Norman

Walker on O'Brien's Staff



J. G. Walker

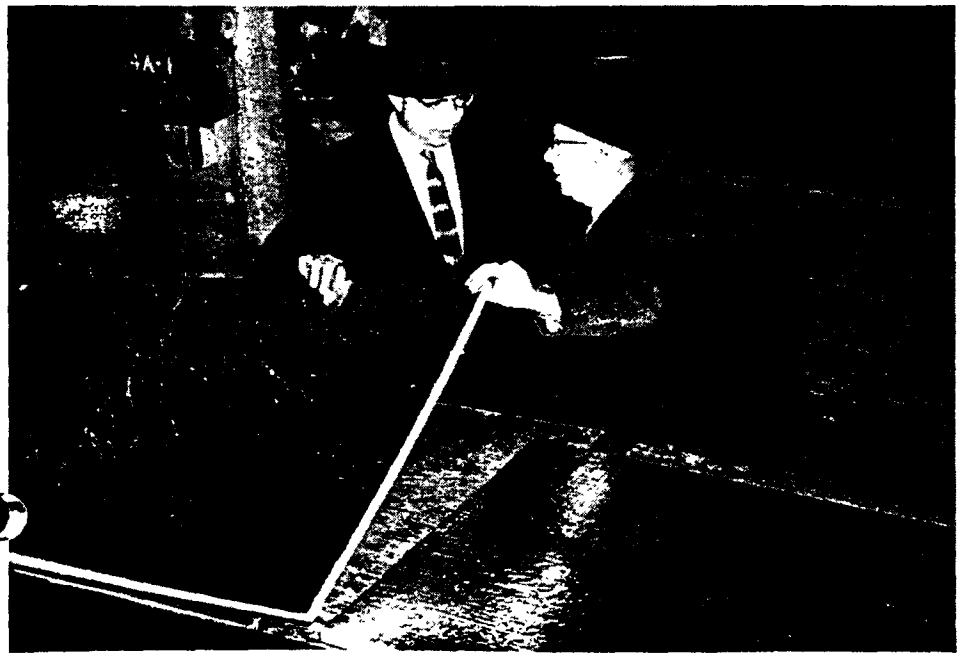
Vice President for Sales John A. O'Brien announced the appointment of J. G. Walker to the position of Staff Manager-Architect, Engineer-Contractors. Jim Walker is an MIT-Holy Cross architectural engineer who came to J-M in Pipe sales in '43. He was New York's District Manager until April 1st. In this new work he'll follow up larger construction jobs to make sure we get our full sales potential from these major projects.

Hahn Joins New Division

General Manager of Fiber Glass, F. H. May, Jr., has named W. P. Hahn as Technical Manager in our newest division. This post was established by A. R. Fisher, our Chairman-President, effective on April 1. Bill Hahn's 23 years in J-M Research is excellent preparation for his new work, which includes liaison between our Fiber Glass Division and the other divisions and departments in Johns-Manville on technical matters.



W. P. Hahn

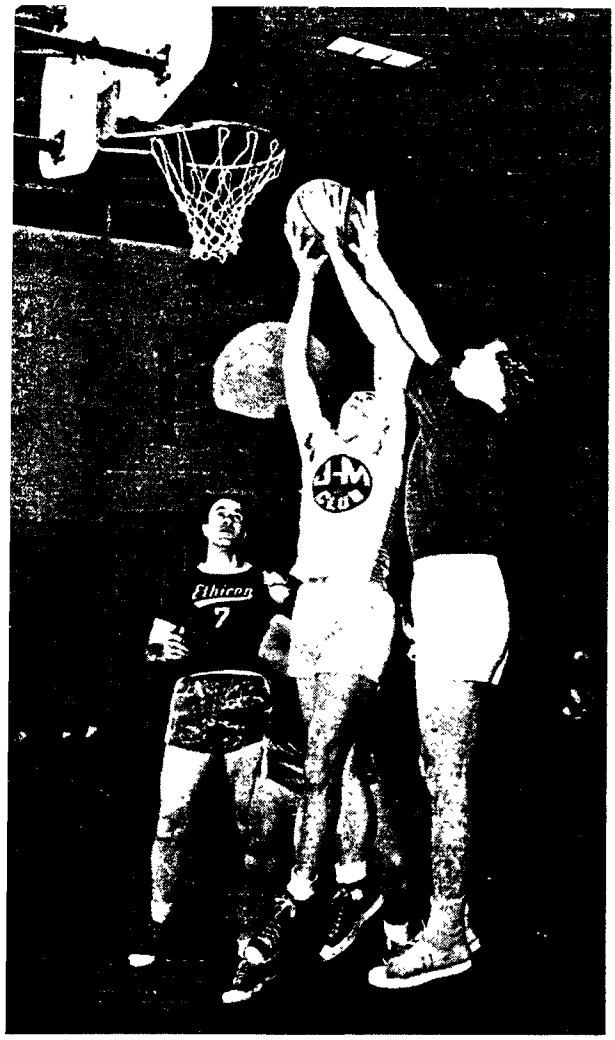


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DON LYONS SEES HOW J-M's NEW AIR DUCT INSULATION IS MADE

GHQ's Director of Purchasing, D. H. Lyons, seems to be listening intently as Richmond plant's Manager of Traffic and Purchasing, A. C. Coyle (right), explains just how our new aluminum foil facing is applied to J-M duct insulation. This material is used on air conditioning ducts. The foil serves a dual use—it's a vapor barrier and creates an attractive appearance when it's used on exposed air ducts in hospitals, schools or other air conditioned buildings. This new product came into our insulation line only in recent years. In addition to its highly effective insulating qualities, it's also flame resistant. During his trip Mr. Lyons also visited our plants at Alexandria, Indiana and Zelienople, Pennsylvania.

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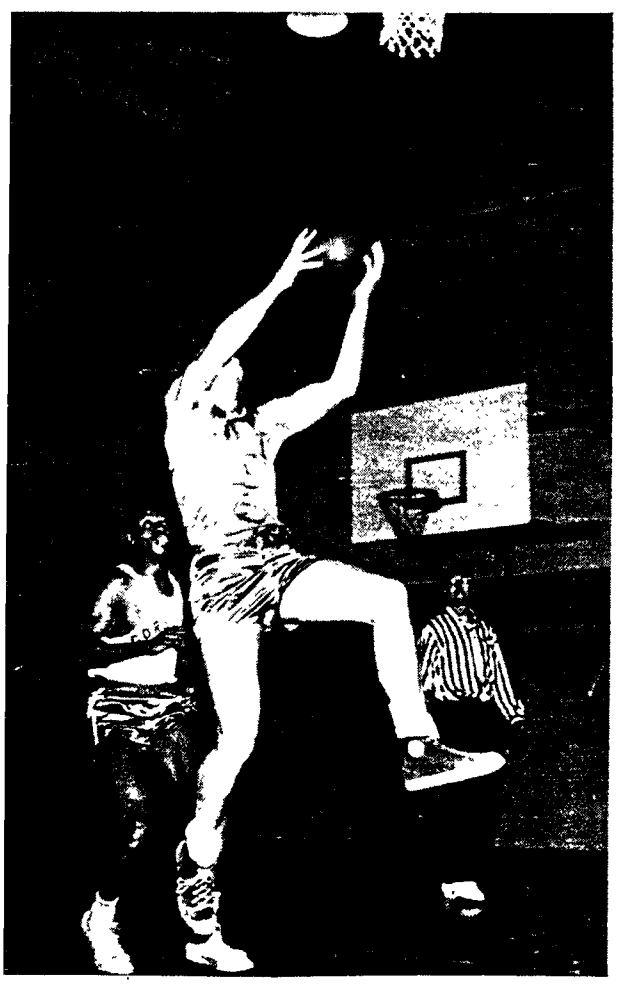


CAGERS END WINNING SEASONS

If Stockton, California, and Manville, New Jersey, weren't some 3100 miles apart, J-M could have a close basketball rivalry. As it is, we can boast of two evenly-matched teams that have just completed successful seasons. Stockton's team ended up second in their league while Manville's five compiled a 10-4 record.

Third place in the Manville League was won by the J-M Club team, made up of J-Mers from Research and Manville's plants (above). *From left kneeling* Jerry Casper, George Kolesar, Thomas Russo, Ben Pańkowski, Mike Sandusky. *Standing* Co-Manager Jim McCormick, Don Bozimski, Bobby Wyllie, Simon Prokopwich, Ed Hollod, John Leasher and Co-Manager Dave Rosenson. *Top left* Bob Wyllie fights for ball in a close game. Ethicon took this one by a score of 40 to 37.

Stockton plant's team (below) just missed first place in the Stockton City League by one game. *Kneeling from left* Le Roy Benitez, Ben Codog and David Gillet. *Standing* Ed Muller, Paul Stack, Barry Reidt and Art Godi. *Bottom left* Stockton's Barry Reidt drives in for an easy lay-up in a game against "The Corsairs", employees of the Ross & Hill Company. The J-Mers came out on top, 47 to 35. Stockton's City League is made up of six teams representing industrial organizations.





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TAKING A TRIP AROUND WORLD? GO FREIGHTER!

What's the best way to travel around the world and really *see* different countries and meet people? According to a retired Milwaukee Building Products District Manager, Walter Wendland, there is only one way to go—by freighter. He has just returned from a 53,500 mile trip that took in 17 countries in eight months. Walter goes by freighter because, "The quarters are more spacious, food and service more liberal, many have pools and you save 40 per cent on normal passenger fares". Mr. Wendland also advises securing transportation outside the U. S. He says, "When you purchase a trip here, it will cost a lot more than in other lands. The official exchange rate of Indonesian Rupiyas, for example, is 11.2 Rupiyas for one dollar but, outside the country, I was able to get 45 for the same American dollar".



Sometimes air travel was necessary—here's Walter as he arrived at inland Cuzco, Inca capital of Peru.

What's next for world-traveler Wendland? Africa—via freighter, of course.



A J-Mer You Should Know

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Clara P. Perrault

Clara Perrault has three main interests in life—her family, her profession and her love of sports, especially fishing. Born in Winnesboro, La., she received an R. N. degree from the Chamberlain and Rice hospital. Since '54 Clara's been Plant Nurse at Natchez, where she's most often called "Nursey" or "Mother". Clara, at home in her Natchez apartment, is better known as Mrs. Joseph E. Perrault. The Perraults have two children—Joseph, Jr., and Mrs. Carolyn Ann Anzalone. Clara will attend any kind of sporting match or game but only a rod and reel can draw her into active participation.

Announcements

QCC MEMBERS TO BE INDUCTED

At *Philadelphia Chapter* dinner, May 14, Barclay Hotel, Philadelphia

FRANK J. O'CONNELL

At *Mol Chapter* induction, May 26.

LOUIS LANSLOTS — FRANS SLEGERS
FRANS NIJS — FRANS SLEGERS

(Yes, there are TWO Mr. Slegers.)

At *Alexandria Chapter* dinner, June 1, Elwood Country Club, Alexandria, Indiana.

ADAM E. ADDISON — FERROL O. JOHNSON
OTTO L. BINDER — RALPH B. JONES
HOWARD O. FINK — IRWIN G. MORRIS
JOHN GARST — WILMER R. SHAW

Quality Control Paper Wins $100 Scholarship

When your goal is a Master's Degree in Business Administration, a $100 scholarship can be a big help. George C. Davis (left), who is Fort Worth Plant Engineer, has that goal and earned just such a scholarship from the American Society for Quality Control. Vice President J. Y. McClure presented the award at his Society's Fourth Annual Symposium of its Dallas-Fort Worth Chapter. George is a night school student at Texas Christian University with the help of J-M's tuition plan. A term paper written for a class in quality control was submitted to the Quality Control Society and won George the scholarship.



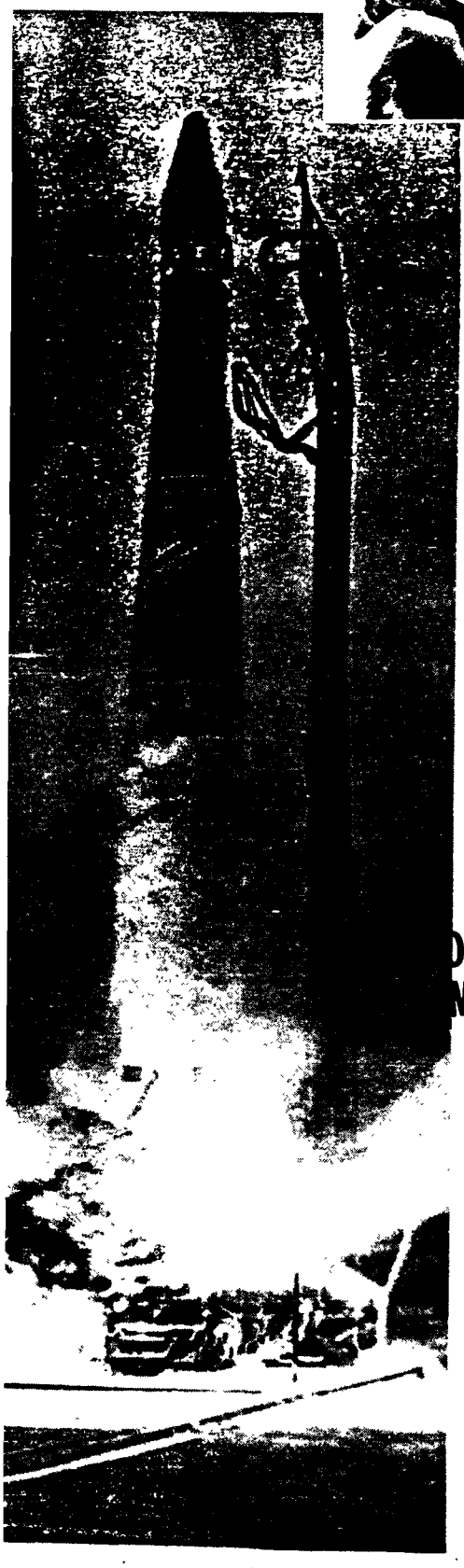
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Right *One of the gaskets for Lockheed Aircraft Company's missile is displayed by Helena Neuhalfen of J-M's Waukegan plant, where these peephole gaskets were produced.*

Discoverer I Gathers Space Data Through J-M Protected Peepholes

When a satellite is being built and launched, details are important. Each major and minor part of the satellite and launching missile must be perfect and must be on time—a delay costs us taxpayers $50,000 a day. Take the case of the Discoverer Earth Satellite, now in orbit. Lockheed Aircraft, builders of the missile, needed 150 precision-made gaskets delivered in 9 days to seal "peepholes" through which instruments gather data on temperature, radiation and other phenomena. We got the order, delivered the gaskets on time and Discoverer I soared into space from Vandenberg Air Force Base, Calif., on February 28th. And now, day-in and day-out, Discoverer is collecting vital knowledge and transmitting it to American scientists probing our new frontier—proving once again, "Somehow, Somewhere a J-M Product Serves You."



Left *Discoverer I leaves its launching pad at Vandenberg AFB. Packings & Textiles Salesman Ted Shebs, of San Francisco, made the sale for Johns-Manville.*

T. H. Eaton Assigned To Make Special Study of Fiber Glass

T. H. Eaton, Industrial Insulations Division Production Manager, has been temporarily assigned to make a complete study of Johns-Manville's fiber glass facilities. Demand for glass textiles is heavy and our production capacity is being expanded to its limit at Parkersburg and Waterville plants. Mr. Eaton will study production facilities, markets, products and costs to assure J-M of maximum production and earnings at present and a proper place in this growing industry's future. Chairman-President A. R. Fisher made the appointment, effective May 15 to Dec. 31, 1959.



T. H. Eaton



J. B. McCarty R. W. Dobson P. L. Earle

Mr. Eaton's assignment has resulted in three Step-Up Training reassignments. J. B. McCarty is Production Manager, replacing Mr. Eaton. R. W. Dobson takes over Mr. McCarty's job as Manville Plant Manager and P. L. Earle replaces Mr. Dobson as Production Engineer. The temporary shifts are effective May 15 through Dec. 31.

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Sidney "Brownee" Brown



Except for two years as an Army Staff Driver, Sidney "Brownee" Brown has lived in and around Toronto, Ont., all his life. Brownee joined J-M 11 years ago as a General Worker at Toronto plant, became a Fork Truck Driver, Spinner Operator and is now Head Cupola Tender. The Browns—Sidney, his wife Jean and children Rosemary, Larry and Mario—live in suburban Highland Creek. Brownee's a "do-it-yourselfer" when it comes to needed repairs on the family's summer cottage and the car they use for vacation trips.

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A. R. Fisher, *Chairman of the Board and President*
Clinton B. Burnett, *Executive Vice President*
Herbert Morton Ball, *Secretary* Joseph L. Wood, *Treasurer*
Published by the Office of the Vice President for Industrial Relations

EARNINGS AND PAYROLLS UP

The achievement of Johns-Manville men and women in holding the line on costs of doing business and helping reverse the downward trend in earnings, coupled with increased sales, better business conditions and the benefits of new facilities, is reflected in increased earnings and total payroll for the first quarter of 1959.

- Earnings for Johns-Manville for the first three months of 1959 were $4,646,000, or 6.2 cents of the sales dollar, compared with $2,192,000 or 3.4 cents of the sales dollar, for the corresponding period last year and $3,179,000 or 4.5 cents for the same period in 1957.
- Payrolls and employee benefits paid out by Johns-Manville during the first quarter of 1959 came to $33,393,000 or 44.7 cents on the sales dollar. This was an increase of $2,143,000 over the same period last year.
- Sales for the first three months of 1959 were $74,742,000 compared with $64,909,000 for the first three months of 1958 and $71,278,000 for the same period in 1957.

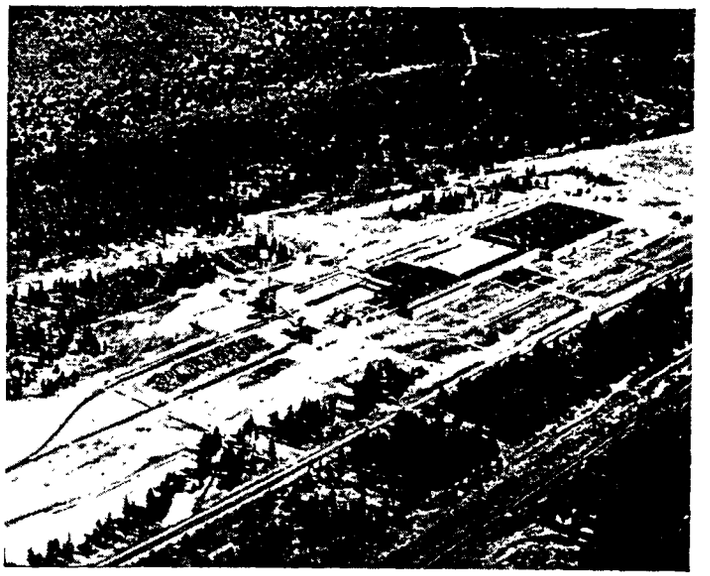
The 1958 and 1957 figures above have been adjusted to include results of L•O•F Glass Fibers Company.

The Job Ahead

Aside from generally strengthening Johns-Manville the improved earnings place the company in a better position to secure a fair share of the expected increase in business activity in the years directly ahead. These increased earnings, after payment of dividends to stockholders, are plowed back into the company operations for improvements and expansion.

The big job for the present and in the months ahead is to get more sales to increase production in those plants not operating at full capacity and to provide even better service to customers. In addition, we should continue our efforts to find new ways to reduce the cost of doing business. This means holding the line to prevent unnecessary cost and expense increases.

Only by boosting sales and production, by continuing to improve customer service and by eliminating unnecessary expenses, will we be able to assure that Johns-Manville can provide growing opportunities for J-M men and women.



CONTRIBUTING TO COMMUNITY PROGRESS . . . This new Klamath Falls plant, designed by Johns-Manville for the manufacture of insulating board products, represents the first major commercial use of native lodgepole pine which previously was of little economic value to the State of Oregon.

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WHEN J-M GROWS

The greatest expansion period in the company's history took place in the last two years. Excluding the newly acquired fiber glass facilities, the expansion program has brought eight new and expanded plants onto the Johns-Manville production line. The expansion program has established many new jobs and new and improved products.

It has also meant growth in other areas.

What happens in a community when a new manufacturing business is started, or an existing one expands its operations and takes on additional employees?

The Canadian National Railways has made a study of the changes that took place in nine different communities, that reveals what 100 additional plant employees mean to a community:

- 427 more people
- 131 more households
- 66 more school children
- 117 more workers employed other than new plant employees
- 187 more motor vehicle registrations
- 393 more telephones
- 3 more retail establishments
- $939,000 more retail sales per year

That's on the community level. On the state or provincial level a new plant means a large annual cash market for plant purchases of supplies, raw materials, fuel and freight. In addition, plant taxes help pay for community schools, roads and the upkeep of civil administration.

Industrial expansion always provides more jobs, more goods and contributes to a growing nation.

Cover Pix

If you were about to be introduced to a Credit Man you'd probably expect to meet some one who walked, talked, looked and acted like your own mental image of a *financial man*—whatever your mental image of a financial man is. It's doubtful you'd expect to shake the hand of a *salesman*. Meet Top Credit Man Joe Wood—J-M *Salesman* in our May feature on Pages 8-11.

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CREDIT



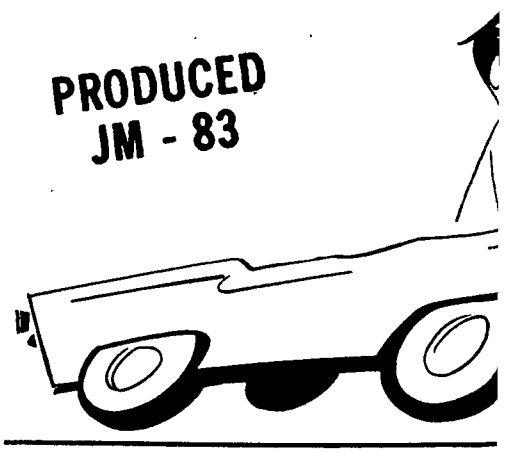
San Francisco Credit Manager
A. F. Ahlgren

" 'I suppose we *have* to have a Credit Department', we heard a salesman say many years ago. By implication he was saying that a Credit Department is a necessary evil." This is the way Joseph L. Wood opens his just-off-the-press booklet, CREDIT, *THE ROAD to SUCCESSFUL SELLING.*

The booklet goes on to say emphatically: CREDIT IS NOT PRIMARILY A FINANCIAL DEVICE BUT A SALES TECHNIQUE. Certainly any one who has been exposed to the man who has administered Johns-Manville's credit activities for the last 27 years knows this is *precisely* our credit philosophy. Every approach to credit extended to our customers is directed toward creating profitable sales. Our Credit Men look upon a new account for which credit must be established with the same zeal—the same sales point of view—that exemplifies J-M salesmen in every division.

This latest publication was written by Joe Wood as a capsule explanation of the credit function in J-M—a function that fosters a Credit-Sales partnership within our company for the benefit of customers while insuring profitable operation for us.

The fact that a true Credit-Sales partnership exists in Johns-Manville is proved in many ways. For one thing Mr. Wood's CREDIT, *THE ROAD to SUCCESSFUL SELLING* was not distributed within J-M by our Finance Organization, but by Vice President for Sales John A. O'Brien. When he distributed the booklet to our salesmen Mr. O'Brien had this to say—: "The Credit Department has always been a very important arm in the J-M Sales Organization. Time and again, it has proved that it is keenly interested in furthering sales. This has been accomplished through judicious handling of credit extension, in developing new financial techniques, in giving sound and valuable advice to our customers."



Just how Mr. Wood and his Credit Men operate as an "arm" of our sales force is obvious to veteran J-M salesmen. This is a typical anecdote to illustrate that proper extension of credit is really a *Super Highway* to successful selling.

Mr. Wood tells the story of two men in Florida who left a large manufacturing company to embark upon a partnership on their own. This was in 1937 and money was tight. Their entire capitalization was $3,000. To get going they needed material to sell and placed their first order for J-M materials. This initial order was for $3,000 (the amount of their total capital). Here was a poser for a Credit Man. Checks on the individuals, their potential and other factors led our C-Men to take a credit risk. The partners discounted that first bill and have discounted all bills since! Today the partnership is a $10 million business and had a 1958 profit topping $1 million! Had the C-Men involved in making that first credit decision lacked sales-mindedness, we might never have had this fine account.



30-Year Credit Man
New York's J. G. Eitner

From Mr. Wood's book, BETTER SALES THROUGH CREDIT, we pass on another anecdote to show how far our C-Men will go to insure that we get our money and at

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Chicago Credit Manager
A. V. Mitchell

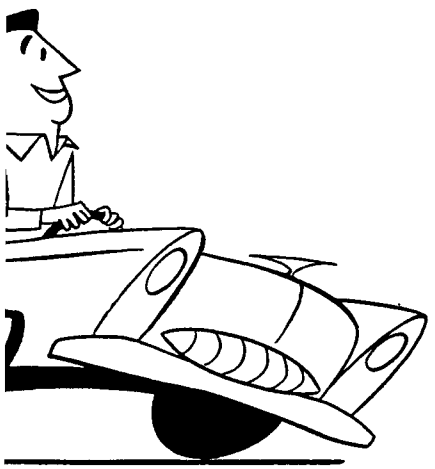


Cleveland Credit Manager
C. H. Otter



New Orleans Credit Manager
G. A. Perdue

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W. G. Birney (right), Credit Manager at Toronto, is the veteran C-Man on J-M's Credit-Sales team. He has helped build our sales and profits in Canada with his sound credit advice for 45 years. Representing Sales in the partnership here is CPD General Sales Manager—Industrial Products & Pipe, L. M. Adamson. Both agree: *Credit's the Road to Sales.*



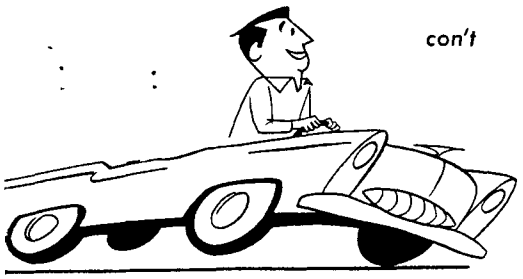
2-Year Credit Man
San Francisco's D. A. Hazeltine

the same time try to help a customer's credit standing. This case deals with a bad debt, the one thing no C-Man wants to see recorded on our books.

"A dealer in Virginia had shown unmistakable signs of slipping into that bourne from whence no traveler returns. The Credit Man was about to mount his bicycle to call on the dealer when, to his surprise and delight, a check for the three-hundred-odd-dollar balance came in. The delight was short lived, however, for a few days later back came the check, pogoing down the corridor . . . . On went the Credit Man, pronto, to Dealerville. As he hiked down Main Street he passed the Dealerville National Bank on which the check was drawn. An idea flashed and in he went. Seeking out the Cashier, who seemed to be in charge, he presented the check and asked that, if sufficient funds were now available, he be given a bank draft for it. . . . The Cashier disappeared into a nest of cages and in a few minutes returned with the doleful news that the dealer's balance was still insufficient. 'It's just a little bit short,' said he . . . . But our hero was not yet licked. He knew that the dealer was beyond even artificial respiration and he was determined to salvage his account if it were at all possible . . . . The Cashier was affable and not above passing an otherwise dull half-hour in stimulating discussion of national and local affairs. This big-town chap was pleasant and there was not a thing wrong with his cigars . . . . At length the Credit Man inquired, with studied casualness, how much Mr. Dealer's account was short of meeting the check. This was information which the bank was not in the habit of giving but, oh well, this fellow was a nice guy and that cigar really had a fragrant aroma . . . . 'Well, we don't usually do this, Mr. Doakes, but

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CREDIT

THE ROAD TO SUCCESSFUL SELLING



Alumnus W. C. Windblad



Alumnus E. D. Koch



Alumnus D. O. Newhart

I'll tell you—it's short just $3.16' . . . . That was symphonic harmony to the Credit Man's ears. It was just what he had been hoping for . . . . Reaching into his pocket, he extracted $3.16, wrote up a deposit slip for credit to Mr. Dealer's account, and handed it to the astonished Cashier . . . . The Cashier wavered for a moment, decidedly off balance. When he had recovered a measure of composure, he said: 'I never heard of anything like this in my life but there's no law against anyone making a deposit to someone else's account.' . . . . 'And now, if you please, Mr. Cashier,' said the Credit Man, 'here's Mr. Dealer's check. May I have your draft for it?' . . . . He got it."

Further proof of the Credit-Sales partnership in J-M shows itself in the number of *alumni* from Joe Wood's Credit Department who have gone into sales. Just three will illustrate the point—Bill Windblad started in Credit late in '34 and a year later he was a Deferred Payment Supervisor. February '36 he was a Building Products Sales Clerk in Philadelphia, then a salesman in August of the same year. December '38 he became a Government Department Special Representative and since March '51 Bill's been Staff Manager, Government Department, Washington, D. C. Ed Koch had his start in Credit in '36, moved to our former Power Products sales and then became Transite Pipe Instruction Superintendent. Next he was a pipe salesman until named Manager, Dealer Sales, DHQ, in 1954. In November '55 he was appointed Manager of Market Surveys and since December '58 he's been Manager for Market Surveying and Testing in Research's New Business Development Department. Don Newhart is a Dealer Building Products salesman in Columbus, Ohio where he's sold since June '43. Don had his start in Credit in November 1929, moved up to Credit Manager, Cleveland, in June '37 and in July '39 was named Regional Credit Manager at Cleveland. It's clear that men selected for Credit Department work in J-M are sales-minded—just these three *alumni* prove it. There have been others and there will be more!

It's impossible to write about J-M Credit without bringing in the personality of Joe Wood. A listing of his past work experiences would be factual but would fall short of introducing you to Joseph L. Wood, Treasurer of Johns-Manville Corporation.

As a start we'll use a wide brush and say—Joe Wood is J-M's Top Credit Man. He's widely known in financial and credit circles. He's a superlative and entertaining speaker, an able stage director, an amateur playwright, a labor arbitrator in commercial disputes for the American Arbitration Association, a story-teller extraordinary, a member of the faculty of the Graduate School of Sales Management and Marketing at Rutgers University, author, one of the few Credit Men accepted as a member of the Sales Executives Club of New York and the *only* Credit Man to be voted in as *President* of this select group—and he was born in the Borough of Churches and Baby Carriages, Brooklyn.

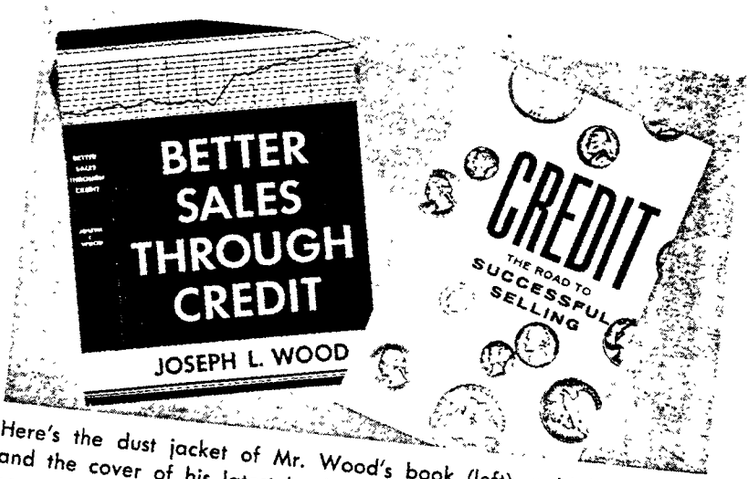
Further, he graduated from Brooklyn's Manual Training High School and at one time worked as a runner on Wall Street for a brokerage house. Just before joining Johns-Manville he was employed by the Ajax Rubber Company of New York and Racine, Wisconsin, as Assistant General Credit Manager. He joined J-M two days after Christmas in

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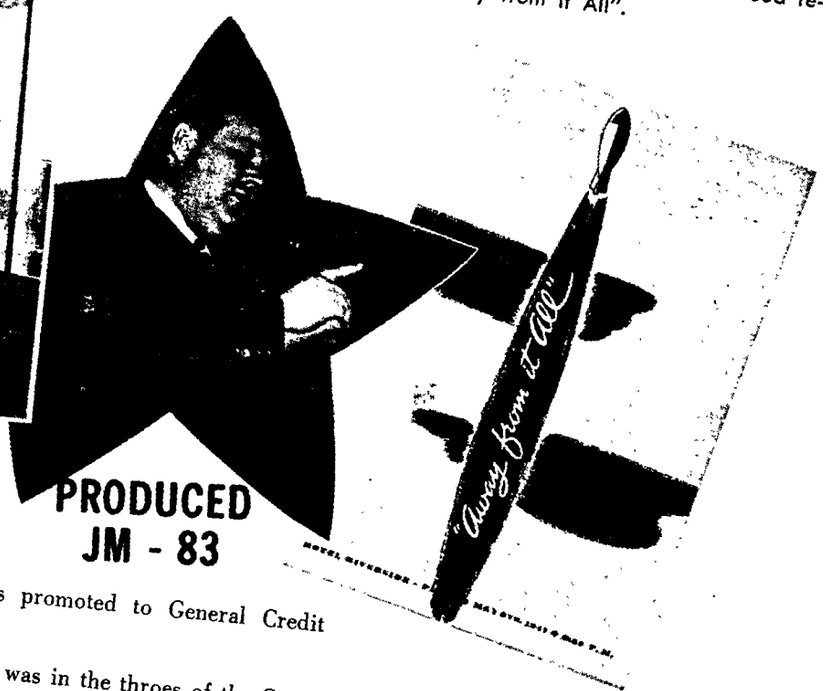
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J-M Treasurer and Top Credit Man J. L. Wood and New York Credit Manager, W. L. (Spike) Hancock, leave GHQ to make a major credit investigation.



Here's the dust jacket of Mr. Wood's book (left), published in '54, and the cover of his latest booklet. *Below left* Playwright Wood rehearses his 1947 J-M show, "Away from it All".



1927 in our Credit and Collection Department. He was promoted to General Credit Manager effective New Year's Day 1932.

When the building industry along with all other business was in the throes of the Great Depression, Mr. Wood developed the first deferred payment plan for the financing of home improvements. This plan served as a welcome bolster to everyone even remotely connected with the remodeling business and proved to be a practical boost to this country's sagging economy at the time. Because of the success of his deferred payment plan, it was only logical that Mr. Wood would be asked to help write Title I of the National Housing Act. This he did in 1934.

During World War II Mr. Wood was Administrative Manager for Finance at the Kansas Ordnance Plant, Parsons, Kansas—a $30 million bomb and shell loading plant built and operated for the government by Johns-Manville. Upon his return to GHQ early in '44 he continued as General Credit Manager but was also elected Assistant Treasurer. He was elected Treasurer January 1 this year, succeeding Roger Hackney, who became a Director and Vice President for Finance.

Joe Wood's personality radiates through our credit offices in the United States and Canada. Each J-M Credit Manager, every J-M Credit Man, clerks, secretaries and stenographers in our six credit offices have willingly adopted his philosophy that C-R-E-D-I-T is just another way of spelling S-A-L-E-S.



"Season to Taste" was Joe Wood's 1951 J-M show. He gives Barbara Ahlgrim the sign that all's fine.

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LIBRARY ASSOCIATION CELEBRATES 50 YEARS

How fast can a cheetah run? What's the viscosity at 70 degrees Fahrenheit of chloro-sulfonic acid? There are about 3000 special libraries in the U. S. dedicated to answering such questions and thereby saving time for researchers and technicians and saving money by efficient purchasing, handling and centralizing of books and other reference works. The 3000 libraries are members of the SLA—Special Libraries Association, which will celebrate its Fiftieth Anniversary next month. What are "special" libraries? According to SLA's definition they are, "Special collections serving special clientele and using special methods."

Our Research Center Library, a member of the SLA, has literally millions of facts on its shelves and a staff of six who find the facts for our researchers and other J-Mers in search of special information vital to such work.

P. S. Cheetahs can speed along at about 70 miles an hour. The viscosity of chloro-sulfonic acid at 70 degrees Fahrenheit is 2.8 centapoises. Now, what is a centapoise?



Katherine Kinder is Research's Chief Librarian, past president (1956-57) of the Special Libraries Assn. and now heads four SLA committees. Miss Kinder started with Johns-Manville in 1946.







Left George Johnson checks the index file that lists every research report and shows where each can be found in the master file. *Center* Margaret Schmachtenberger (at left) and Mary McDermott are both active in SLA. Mary's a New Jersey Chapter Director. Margaret was a Chapter Vice President. *Right* Irene Edge (left) makes copies of articles to be distributed to researchers and Helen Apgar indexes original research reports.

Stockton Stages Training Program for Truck Drivers

We all shop in stores where we get the best products plus polite, helpful service. Stockton plant is making sure that J-M's Transite Pipe buyers get the same—top products and the best service possible. Right now, for instance, Stockton's Traffic, Planning and Scheduling and Shipping Departments are training Miles Motor Transport's drivers to: avoid damage to pipe in transit, properly fill out delivery forms and help customers read packing lists and check loads. Moral—satisfied customers come back for more.

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* * *



Miles Motor Transport's drivers were enthusiastic following this first session. *From left seated* Shipping Foreman Owen Hall, Driver Emil Muzio, Traffic Manager Adrian Verduzco, Driver Arnold Matlock, Traffic Clerk Clyde Huth, Driver Herbert Hughes. *Standing* Drivers Milton Goebel, William Mayo, Dick Ivie, Bob Bruce, Ray Anderson, Planning-Scheduling Supervisor Frank Walczak, Drivers Doule McCalip, Bob Opple.

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STUDENTS WORK ONE DAY AT MANVILLE PLANT

Manville High School seniors had a chance to expose themselves to the busy routines of office practice when they spent a full day at Manville plant. In their last few months of the school's commercial course, the opportunity to see theory put to practice proved profitable for the teenagers, faculty and those J-Mers who devoted time to make the visit worth while. Among the jobs in which they had practice were time-keeping, stenography and filing.



Right "J-Mers-for-a-day" were greeted by W. F. Fischer (right), Building Products Plant Manager. *Seated from left* Mary Ann Charnesky, Genny Kruzel, Gerry Kozoh, Linda Lisciak and Rachel DeSantis. *Standing* Joe Migliore and Stanley Piechota.



Left Correspondence is the subject at hand for Building Products Steno Tania Schneider (left) and Mary Ann Charnesky.

Billing Supervisor Nick Esposito and Stenographer Irene Pernini (right) explain Pipe plant's order and billing work to Linda Lisciak (2nd left) and Rachel DeSantis.



Announcements

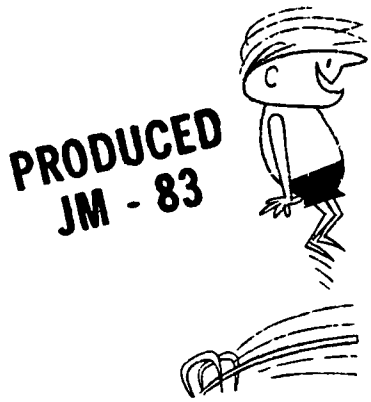
RETIRING—JUNE 1

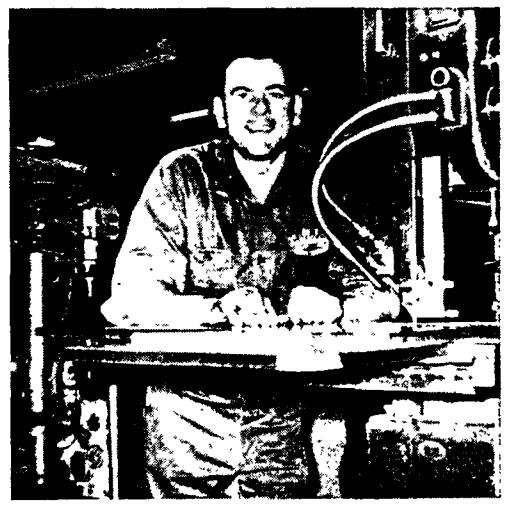
CARMEN ALOE, Dutch Brand
WILLIAM CASTIGLIONE, Research Center
ERNEST DIONNE, Jeffrey
HOZIE HOLLINS, Fort Worth
JOSEPH S. ICE, Alexandria
CHESTER C. KING, Alexandria
VIGGO LAURITZEN, Waukegan
WALTER MC KEAGE, Jeffrey
OTTO MICHAELIS, Manville
MARIE OREM, Cleveland
JOHN S. RONALD, Toronto Plant
RAYMOND J. WILLE, New Orleans

CONDOLENCES

FRANCIS A. SPARANO, Manville, March 13.
FERDINAND SCHROEDER, Dutch Brand, March 31.
GEORGES BOUCHER, Asbestos, April 1.
LLOYD F. POWELL, Detroit, April 11.
GEORGE SMOLAK, Research Center, April 11.
WILLIAM C. GERRY, New York, April 15.
WILLIAM H. MYERS, New York, April 18.

A J-Mer You Should Know





Peter J. Bartholomew

Pete Bartholomew was a Gunner's Mate on a freighter that was torpedoed while crossing the Atlantic in '43. He spent 48 hours in a lifeboat until another freighter picked him up and took him to Rio de Janeiro—just in time for the Mardi Gras! Pete's a Maintenance Mechanic and his wife, Violet, is a Packer at New Brunswick plant. They have two children, Doris who's 13 and Wayne 6. Despite two days in a lifeboat, Pete still lists swimming among his pastimes. Other hobbies: bowling and playing baseball.

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Women Behind J-M's Men



You asked for them so here they are—the first three "Women Behind J-M's Men" selected by NEWS PIC's readers. Here are three J-Mers who handle literally endless detail work, work that's often confidential—and always urgent!



Margaret McCool W. A. Young



E. D. Flavin "K" Webb Irma Needham Herman Hagenbeck

Top Margaret McCool has been a J-Mer for just over two years, joining us March 1, 1957. Since the start she has been Secretary to North Bay Plant Manager W. A. Young. Margaret was born in North Bay, attended St. Mary's Separate School and gained secretarial training at North Bay's School of Commerce. Not content to rest on her educational laurels, Marg is taking a Business Administration course at the University of Toronto Extension Department. Miss McCool was one of the J-Mers to visit Johns-Manville's display at last year's Brussels World Fair.

Above left Not many J-Mers will recognize her name. Elsie Webb, but this woman behind a J-M man is well-remembered in St. Louis (where she joined the company in '27) and Chicago and well-known in GHQ-DHQ as "K" Webb. "K" has been a Secretary throughout her Quarter Century Club-plus career. Since late '55 her boss has been E. D. Flavin, Equipment Department General Sales Manager, Industrial Insulations Division. Miss Webb lists photography, dressmaking, traveling and cooking for friends in her New York apartment as her favorite off-time hobbies.

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Above right "Ask Dutch. she'll know" is often heard in New Brunswick plant. "Dutch" is Irma Needham who started with Goetze Gasket Co. in '42, was Secretary to President K. M. McCreary and (when J-M bought Goetze) Plant Manager Erhard Vollmar and. since March 1, has been Secretary to Mr. Vollmar's successor, Herman Hagenbeck. Dutch is an avid bowler (she averages 164) and has traveled to St. Louis, Miami, Dayton and San Francisco to bowl in tournaments. For traveling around New Brunswick, Mrs. Needham just bought this 1959 Ford.

WHO'S YOUR FAVORITE?

Is there a J-M gal you'd like to see featured in "Women Behind J-M's Men"? Send her name, job, location and supervisor's name to: Paul Corbalis, NEW PIC, GHQ. We'll get her photo and do the rest.

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These are the offices for Levitt and Sons, situated in their newest Levittown, Levittown, N. J. Other Levitt communities have been built in Pennsylvania and on Long Island, N. Y. J-M Salesman J. F. O'Hara has worked with the Levitts for 25 years.

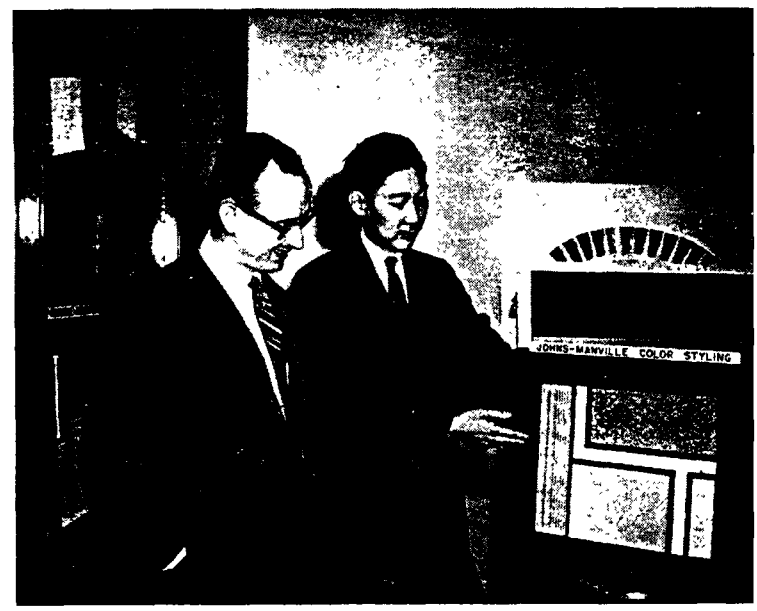
J-M COLOR STYLING IN NEW LEVITTOWN

If you work in a J-M plant that produces building materials you are probably convinced that the more our salesmen sell, the more you'll be producing. While this is true, of course, there are other sales aids that keep plants busy to maintain a steady flow of top quality building materials to lumber yards, builders and other customers.

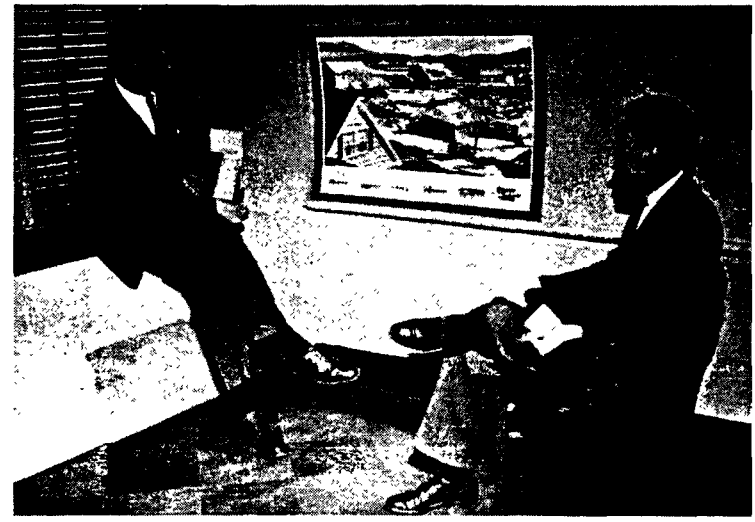
One such aid to sales is the work done in E. A. Dennison's Building Products Sales Engineering Department. Here is a group of men with a wide variety of talents—talents embracing skills in architecture and color styling. Mr. Dennison's specialists are alert to changes in consumer taste, to design changes and are sensitively attuned to keep a step ahead of competition by having our Johns-Manville lines represent what the buying public wants *today*.

Typical of the work these men perform year in and year out is shown here, Levittown, New Jersey—the third Levittown. One of the major aims of superior developers like the Levitts is to insure a minimum of sameness in their thousands upon thousands of homes. The design of these houses must be tasteful, architecturally correct and, when two houses *are* identical, certainly they must be well separated. A complete color styling program for the Levittown community has been developed by Raymond Wing Jean, J-M's designer-stylist.

Ray worked out 33 different color stylings especially for Levittown, New Jersey. Built around J-M asphalt roofing and Colorbestos® siding, the Ray Wing Jean combinations included all aspects of exterior appearance. His specifications included paint colors to be used on wood shakes, trim and the accent points. Ray's complete color plan gave William Levitt, Jr., a wide selection of exterior colors to fit tastes of the families who are now living in the newest Levittown.



Stylist-designer Ray Wing Jean and William Levitt, Jr., Vice President of Levitt and Sons, with a design panel.



Manager for Sales Engineering E. A. Dennison (left) and Ray admire a 3-D rendering featuring J-M Levitt colors.



Each panel exhibits a carefully thought out color scheme offering variety of choice for Levittowners. Panels show J-M asphalt roof shingles, Colorbestos, wood shakes and trim.



Not long after these homes in Levittown, N. J. were finished, families moved in and the community began to grow as have other Levittowns. This house (center) boasts four bedrooms and an extra children's living room.

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Gaches and Parmley On Salt Grass Ride Brenham to Houston

Johns-Manville had a pair of riders in the '59 Salt Grass Trail Ride—from Brenham to Houston on horseback to open Houston's Fat Stock Show. Don Gaches, of Industrial Insulations DHQ, and M. C. Parmley, of the division's Houston staff, rode in this 8th annual affair, a 90-mile ride, among 1800 starters. Rain and "saddle fatigue" eliminated some riders but J-M's intrepid pair finished the 3-day trip. The riders relive the '70's when Texans drove herds to the coast for grass. TV's Jim Arness, star of "Gunsmoke", was a part-way rider.





"They're off!" (but not running). There's still lots of mileage to cover for these Jet-Space-Age Wagon Train travelers. The caravan stretches out for two miles—longer than a photo can take in except by air. (NEWS PIC can't afford air pictures).

No, dear reader, you're wrong! Don Gaches is *not* saying "cheese". Some Salt Grass Train dude just asked our DHQ rider how he felt. Answer: "Sore!"

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Don and Mel Parmley surely seem to be two real tired cowboys as they relax more weary muscles than any poor human ever had. This shot was taken on the last night of the big trek. They're due to arrive in Houston the next noon. Who's the most beat? Can't say. Ask them yourself.

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