JM JOHNS-MANVILLE

News PICTORIAL

SEPTEMBER 1961

SOMETHING TO CROW ABOUT
Cover and Pages 2 & 3

FINDING OUT WHERE I STAND
Page 12



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Parkersburg Golfers Land Trophy and Hole-In-One

More than 80 golfers from Fiber Glass DHQ, the Technical Center and Waterville and Defiance (Ohio) and Parkersburg (W. Va.) Plants recently competed in the Fourth Annual Fiber Glass Division Golf Tournament at the Chippewa Golf Club, Toledo, Ohio. Bringing home the bacon for the second year in a row with the Low Medal Trophy was James P. Sinnett, (above) Parkersburg Plant Stores Dept. Jim consistently shoots in the low 70's, and he is presently the Club Champion at Par-Mar Pines Golf Club. Practicing a putt is Ralph W. Enoch (below), Parkersburg Stores Dept. Supervisor. Although Ralph only recently took up golf, he has accomplished a feat seldom attained even by the best golfers. He recently shot a hole-in-one at the Worthington Golf Course in Parkersburg.





SCHEDULERS CONTRIBUTE TO QUALITY

The vital job of planning and scheduling for quality is carried on at the Waukegan (Ill.) Transite Pipe Plant by Schedulers, from left, Robert J. Albert, Robert A. Haskins, Earl H. Sunday, and William W. Caldwell, in addition to others not shown here. Proper planning and scheduling is more than just a job, it's essential for quality service (see pages 8 & 9).



MARBLE INSPECTION MEANS QUALITY

Operating a glass marble grading and inspection machine at Defiance (Ohio) Perry Street Fiber Glass Plant is Kenneth Shannon. Kenneth makes sure that the marbles are properly graded and sorted for size for the re-melting and fiber drawing operation. This contributes to the quality of our products and the success of our company (see story on pages 8 & 9).

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WAUKEGAN SON WINS SCHOLARSHIP

David Clennon, son of C. F. Clennon (right), Regional Supervisor of Waukegan (Ill.) Data Processing and Accounting Center, has won a Merit Scholarship in nationwide competition. David will major in physics at the University of Notre Dame. In high school he was senior class president, in the Honors English program, in pre-professional math. and honored in Latin.



ALEXANDRIA MEN PAINT THE TOWN

Employees of the Alexandria (Ind.) Building Products Plant recently got into the act when the town Chamber of Commerce sponsored a program for "Paint-up, Fix-up, and Clean-up". From left are members of the plant in the crew who painted curbs in the downtown area: William Hinton, Otto Binder, Allen Grose, Harold Garst, Robert Toms, John Pickering, and Harry Libler.



FRED GETS HISTORY AWARD

Fred Clemons, Accountant in the Finance Office of the Nashua (N.H.) Industrial Insulations Plant, was recently awarded the Francis P. Jackson Memorial Trophy for the best American Legion Post History submitted for 1959-61. The award was presented to Fred at the Annual State (N.H.) Convention of the American Legion in Portsmouth.



PHOTOGRAPHS SHEPPARD'S FLIGHT

Harry Rainier, Photographer's Mate aboard the U.S.S. Lake Champlain, took pictures of America's first astronaut flight and recovery operations. He's shown here in the ship's darkroom looking over some of his photographs. Inset shows Harry's wife who is Virginia Rainier, J-M Telephone Operator at our Cincinnati District Office.

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Announcements

IN MEMORIAM

FELIX TYMECKI
Manville, May 10
W. J. BATHURST
Montreal, May 8
THOMAS B. HALL
Richmond Plant, June 14
HARRY HEINLEIN
New York, June 17
SYLVIO TELLIER
Asbestos, June 18
EDWARD L. BLANCHARD
Asbestos, June 20
JOSEPH FUCHS
New Brunswick, June 20
MARY BENDER
Manville, June 22
CHARLES N. UHL
Zelienople, June 27
ROSCOE A. TELFER
Alexandria, June 28
STERLING THOMPSON
Waukegan, June 30
GEORGE DENMAN
Waukegan, July 3
HORACE ARNOLD
Waukegan, July 7
RICHARD C. MEISENHEIMER
Waukegan, July 11

RETIRING—OCT. 1

GEORGE CORCORAN, Tilton
DOLORES GENDRON, New York
ERNEST B. HESS, Waukegan
N. A. HUMPHREY, New York
NELLIE JOHNSTON, Alexandria
JOSEPH KROCSKO, Manville
GEORGE LESSARD, Asbestos
FRANK J. LEVANDOSKY, New Brunswick
WILLIAM MAPLES, Waukegan
GEORGE H. PAYNE, Pittsburg Plant
ALEXANDER J. STACK, Minneapolis
JOE YAX, Waukegan

QCC INDUCTIONS

PITTSBURGH (PA.)
At Pittsburgh Sales Chapter on Sept. 14, dinner, Mount Lebanon Country Club.
WALTER C. WILLIAMS

DETROIT
At Detroit Chapter, Sept. 20, dinner, Park Shelton Hotel.
HERBERT W. KING
DONALD H. MARKWOOD

NEW BRUNSWICK
At New Brunswick Chapter, Sept. 20, dinner, Franklin Park Grill.
FRED BERNATH
JACK J. GEORGIANA
RICHARD JOCHMANN
JOHN F. LUTTMAN
JOSEPH M. REFI
MICHAEL RIES
EUGENE G. SCHICKNER
NICHOLAS J. STEMMER

NEW YORK
At New York Chapter, Sept. 21, dinner, Commodore Hotel.
EDWIN A. ADEY
KATHERINE BALIKOFF
ALBERT F. BARTO
HENRY N. BATES
M. WARD BURLESON
THOMAS W. BURNS
JAMES G. CULLEN
WALTER E. EDDY
LAURETTE GANLY
DOROTHY H. GUNN
LEE M. HEDGES
DON L. HINMON
JOHN B. JOBE
GEORGE H. MALLORY, SR.
ROBERT H. NORTH
WALTER M. PERRY
PHILIP B. PROCTOR
HERBERT W. RAY
H. VINCENT REYNOLDS
RUTH E. RICHARDS
JOSEPH C. SCHAFFER
CLIFFORD L. SHECKLER
CLARENCE C. SIMONI
ROSANNA L. SLEVIN
EVERETT F. SMITH
EDWARD L. STEIN

WATERVILLE
At Waterville Tech. Center, Sept. 21, The Plantation Inn, Maumee, Ohio.
WILLIAM P. HAHN

DUTCH BRAND
At Dutch Brand Chapter, Sept. 27, dinner, South Shore View Hotel.
EDNA M. GIBLIN
VERNE I. MONTGOMERY
WENCESLAUS PACHOLSKI
FRANK M. PORENTO
JULIUS SOMSCHOR
CHARLES B. WELBORN

MANVILLE
At Manville Chapter, Sept. 28, dinner, Far Hills Inn.
FELICIANO ABARIENTOS
FANNIE ABOOD
JOHN ALLESANDRO
HARRY ANDREYCHIK
EVERETT E. AYERS
FRANK BALCERSKI
LOUIS J. BALCERSKI
JAMES BARBATO
FRANK BARTHOLOMEW
THURMAN L. BASKIN, JR.
NICHOLAS A. BATCHO
FRANK BERNATH
JOSEPH BESTRAIN
ANTHONY BIONDI
CHARLES B. BRADLEY
JOSEPH V. BRATEK, SR.
ANNA BRISEBOIS
HENRY A. BUZALESKI
FRANK CICHON
JOSEPH CIMA
FRANK CIMOCHOWSKI
SIDNEY COHEN
DAVID E. DALLEY
MARY P. DANYSH
JOHN R. DAVIS
ANDREW H. DEITRICK
CHARLES DOMOLKI
PETRO DUBECKY
STANLEY J. DUDA
LADISZLAW EGRI
STEVE EZMAN
WALTER T. FIERST
MIKE FRATANTUONO
STEVEN J. GALL
CHARLES S. GARVERICK
JOHANNA GODLESKI
J. ARTHUR HARDING
J. MORGAN HARDING
FREDERICK HERMANN
FRANK S. HERUBIN
JOHN HOMYAK
ROLAND W. HONNIG
JACOB IMPELLIZERI
JOHN S. KANC
JOHN KARGOL
GEORGE R. KAVANAUGH
MARTIN P. KLESIK, SR.
HERMAN G. KOCH
JOHN KONDUR
WILLIAM KOVACS
ANTHONY KRESESKI
JOSEPH KROCSKO
PETER KROPOSKY, SR.
LEO KULASZEWSKI
PETER LABOSKY
JAMES M. LESLIE
JOHN D. LINDABERY
ROGER LOCKLEY
EDWARD S. LOWER
MICHAEL LUTZKO
MICHAEL MAIULLO
WALTER F. MALINOWSKI
DOMINICK S. MANGIONE
WILLIAM W. MARCHISIN
JOSEPH W. MASON
STEVE A. MATTA
JOSEPH D. MEMOLI
LOUIS A. MICH
RAYMOND J. McCONACHIE
OSCAR MISTLER
JOHN NEMETH
GERHARD NORDENBROOK
STANLEY OLISH
WILLIAM B. OLLER
LOUIS R. ORLANDO
FRANK P. ORSAG
CLEMENS J. PANKOSKI
ALEXANDER S. PAWLIK
ANTHONY P. PERONE
STANLEY J. PETERS
NICHOLAS M. PONTUS
MAURIZIO PORTO
CHARLES PSENISKY
JOHN G. PULDA
PETER G. QUINN
ANNA RABOSKY
NEAL RANAURO
FRED REVELL
LOUIS RIVELLA
JOHN ROSOCHA
THOMAS ROSSI
ALFRED J. ROTH
STANLEY W. RUDMAN
EDWARD A. SABOL
HENRY E. SCHNEIDER
WALTER S. SERICA
SOPHIA SHANDOR
SAMUEL SHOPLOCK
ANTHONY SHULAS
WILLIAM V. SKILLMAN
CHESTER R. SLAHETKA
MARTIN SLOVAK
ROBERT ST. LAURENT
ANDY STARZINKSI
EDWARD E. TALMADGE
ARTHUR J. TAYLOR
ALEX TOBIAS
JOSEPH S. URBAN
HELEN VAN PELT
JERRY VERRELLI
CHARLES H. WACHTER
JOSEPH W. WALLENS
JOSEPH WISNIEWSKI
GUSTAV H. WINQUIST
LEE WOTASEK
FRANK D. ZALESKI
STANLEY ZIELSKI
STELLA M. ZUJKOWSKI
LOUISE J. ZYDALIS

DENISON
At Denison, Oct. 1, Rod and Gun Country Club.
GEORGE DeLONG

HOUSTON
At Houston Chapter, Oct. 2, dinner, River Oaks Aquatic Club.
ALBERT L. LAIN
MELVIN C. PARMLEY

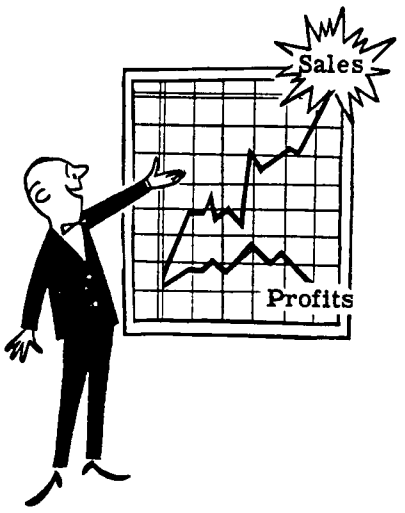
JOLIET
At Joliet, Oct. 4, Louis Joliet Hotel.
GRACE McKEE
ELIZABETH S. HERRINGTON

WAUKEGAN
At Waukegan Chapter, Oct. 5, dinner, J-M Clubhouse.
MARY A. ABEL
EDWARD BALA
EMIL W. BANICK
HENRY BLOOM
HENRY S. BOSNAK, SR.
DANIEL CASTILLO
ANTON CELESNIK
DORSEY CHRISTIAN
ROBERT G. CHRISTIAN
EMMETT G. COSGROVE
CLIFFORD E. CUNNINGHAM
LESTER CUSTER
JOSEPH H. DAVIS
MANDUS F. DeBATES
MAURICE A. DeLOOF, SR.
HAGOP DerHAGOPIAN
NORBERT C. DONOHUE
LAWRENCE E. DRAUDT
GEORGE L. ERHART, JR.
MARVIN H. FASSE
ANTHONY C. FRANK
WILLIAM A. GARTLEY
EDWARD J. GRASSER
ALEX D. HANKINS, SR.
ROBERT HEISER
FLOYD HINRICHS
CLARA A. HORNING
HOWARD C. HOWE
CHARLES W. HUTCHISON, JR.
CLARENCE KLARKOWSKI
GUSTAV A. KOZINA, JR.
FRITZ C. KRAUSE
EDWARD A. LEONAITIS
STEVE A. LEONAITIS
CARMEN LOPEZ
HARRY F. LUZAR
LUPE P. MANCILLA
FORREST McQUERN
NICHOLAS MILLER
VICTOR K. MITRIKEFF
PILAR MURILLO
RUSSELL W. NICKERSON
MELVIN F. PAULEY
STANLEY R. PETKOVSEK
JOHN S. PETROSKY
RAYMOND G. RAMSTADT
GUNNAR SAMUELSON
JOHN SCHNEIDER
MATTHEW SCHNEIDER
HOWARD A. SEEBER
AXEL N. SHUSTER
GORDON SKOFSTAD
W. NORMAN STUART
ERIC S. SWANSON
ARTHUR G. TURNER
ALBERT W. ULRICH
JOHN VARSEK
NICK A. VLASICK
MARION V. WARTON
OSWALD A. WEIDNER
MARSHALL B. WILMOT
JAMES A. WINFREY
EUGENE WRONA
CARL M. YEPSEN
WERNER L. ZINN

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ALL-TIME SALES RECORD ESTABLISHED



In the second quarter (April, May and June) of this year our company established an all-time high record for sales volume in any quarter in the company's history.

During this quarter we obtained sales of $103,175,000. Earnings on these sales amounted to $8,273,000, or 8 cents on the sales dollar.

Sales during this same period last year amounted to only $99,525,000, but earnings were larger—$8,858,000, or 8.9 cents on the sales dollar.

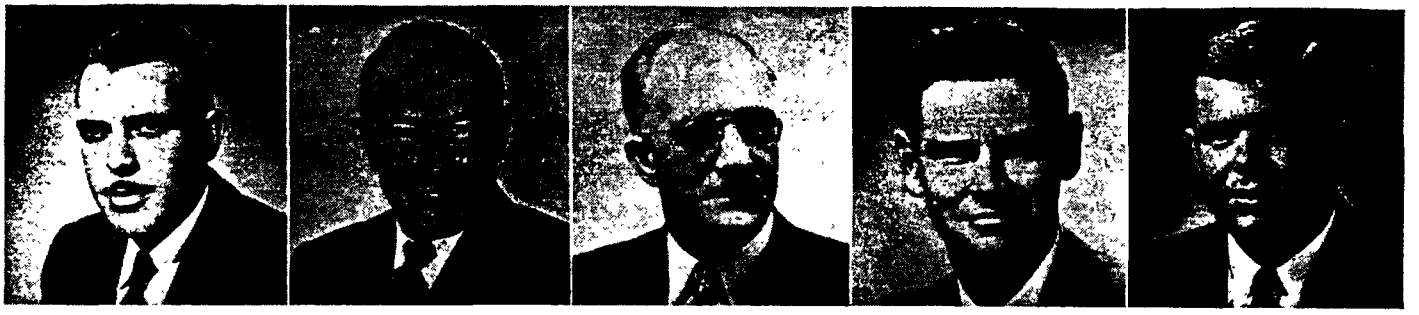
Sales for the entire first half were $173,076,000. This represented a drop of $1,250,000 from sales during this period last year because of low sales in the first quarter.

Earnings, however, were off $3,126,000 to $10,384,000. Although sales in May and June showed a definite improvement over a year ago, there continues to be general resistance to price changes to cover the increased costs.

Because of the cost-price squeeze which places us in a sales boom and a profit recession, we must continue to find ways to reduce our costs and improve the quality of our products and services.

This is necessary for improved opportunity and job stability in a growing and successful company.

RECENT J-M ASSIGNMENTS



Robert W. Winson | Robert D. Baker | Charles D. Borror | William J. Scott | William W. Lunigan

Robert W. Winson has been named Manager of Munro Mine, Ontario. In 1946 Bob joined C.J-M as General Foreman in the mills at Jeffrey Mine, Asbestos, Quebec. He was made Assistant Superintendent in 1951 and Superintendent in 1954.

During 1955 he was assigned to a subsidiary firm, Rhodesian Asbestos Limited, where he later became General Manager of the company. When it was sold in 1958, he returned to his former position at Asbestos. Prior to C.J-M service he worked for other Canadian mining companies.

JM JOHNS-MANVILLE News PICTORIAL

JOHNS-MANVILLE NEWS PICTORIAL
22 East 40th Street
New York 16, N. Y.
Printed in U.S.A.

Clinton B. Burnett, *President*
Herbert Morton Ball, *Secretary*
James M. Shackelford, *Treasurer*
Published by the Office of the Director of Public Relations

William J. "Bill" Scott has been assigned as District Sales Manager of the Seattle Distributor Pipe Sales District. Bill started with J-M in 1955 in the Los Angeles area where he has worked in the Distributor Section of the Pipe Division since January of this year. Prior to his J-M experience he worked for the General Electric Supply Company and Atlas Brass Foundry.

Robert D. "Bob" Baker has been appointed Manager of Advocate Mines Limited at Baie Verte, Newfoundland. It is planned that the mine will be producing asbestos fibre by mid-1963.

Bob joined Canadian Johns-Manville in 1946 as a Mining Engineer at Asbestos, Quebec. In 1947 he became Assistant Superintendent of the open pit mine, and Assistant Superintendent of the underground mine in 1948. In 1949 he became Acting Mine Superintendent in Matheson, Ontario, and he was promoted to Munro Mine Manager in 1950. Prior to his Service with Canadian Johns-Manville he had several years of experience with other Canadian mining companies.

Charles D. Borror has been appointed Manager of the Coalinga (Calif.) Asbestos Co., a new company in which J-M holds a majority interest and Kern County Land Co. the remaining interest. The mill is expected to be in operation next January.

In 33 years of experience at the Jeffrey Mine, Asbestos (Que.), Charlie has held the positions of Assistant Mine Superintendent, Mine Superintendent, Chief Mining Engineer, Chief Engineer of Design, Plant Engineer, Technical Assistant to the Mine Manager, and Division Production Engineer since 1952.

The Coalinga deposit covers 1,500 acres from which 12,500 to 25,000 tons of asbestos fibre will be produced a year.

William W. Lanigan has joined the Legal Department in General Headquarters as an Attorney. Bill was formerly associated in law practice with Wharton, Stewart & Davis in Somerville, N. J., a firm representing J-M in the Manville area.

In addition to his experience in general law practice, Bill has had wide industrial law experience.

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J-Mers AROUND THE COUNTRY GATHER FOR ANNUAL PICNIC'S

Above left — J-Mers from the New York offices traveled to the J-M Recreational Field at Manville again this year for an annual picnic with their families and co-workers (about 780 people). The girls above are in the egg throwing contest.

Above center — Lompoc J-M Club's Family Picnic was held at Miguelito Park near the plant. Facing the camera, from left, are Walt Huff, Vern Moss, Mary Warner, John Gadway, Irma Nippert, and Mrs. Moss.

Above far right — Marrero (La.) Plant's Social Club met at Behrman Park in New Orleans. From left are Lee Orgeron, Arnold Cardon, Delton Rodrigue, Andrew Bernard, Guy Hidalgo, Simon Barbier, Ridley Naquin, and Edgar Arcement.





Above left — Children of New Brunswick (N. J.) Packings and Friction Materials Plant employees enjoyed riding the ponies at a picnic at the J-M Field at Manville.

Above right — Employees at the Zelienople Industrial Insulations Plant held a fish fry this year, sponsored by the J-M Club Board of Directors. J-Mers got a free fish dinner, and retirees were invited for the affair. From left are Clarence Williams, Roy Cookson and Mrs. Cookson, and Helen and Margaret Fesh, daughters of Paul Fesh. Dinners were also delivered to the plant for J-Mers who were working the night shift and were thus unable to attend.

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Nearly 600 chickens were barbecued for Parkersburg (W. Va.) J-Mers at their annual picnic sponsored by an employee committee. Two girls at right are members of the Parkersburg Fiber Glass Plant office force. They are Linda LaDeaux (left) and Joyce Dilly. About 800 were served in the afternoon and 300 at night.

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Something to CROW About?



Housekeeping and cleanliness at the Tilton (N.H.) Dutch Brand Plant is important for more reasons than pleasant surroundings. The plant is vacuumed to eliminate dust so that Quinterra and Quinorgo paper will be protected from inpurities and to assure quality in the finished products. In background is a system which cleans asbestos fibre to eliminate foreign particles. Melbourne Nadeau is using the vacuum.



Mrs. Joyce DeVrieze of the Winnipeg (Alberta) District Office realizes the importance of accuracy and quality of typing. There are times when an error in typing could cause the wrong item to be delivered to a customer. Letters with a neat and attractive appearance going outside the company also reflect J-M quality. Every job in the company contributes to our reputation for quality.

Our customers know that Johns-Manville is not and does not attempt to be a cut rate or a bargain basement outfit.

When it gets right down to the wire, if our customers considered prices and nothing else we would sometimes be out in the cold—even though our prices are competitive.

Johns-Manville's name means quality—both for products and service—and this reputation for quality has made J-M the outstanding leader in its field.

A Heap of Money

Maintaining a reputation for quality, however, can be expensive. Last year we spent over a million dollars in making adjustments of quality complaints against products we had delivered to customers.

From a customer's viewpoint, an item that has to be adjusted or replaced can be more than just a nuisance.

Who Can Say

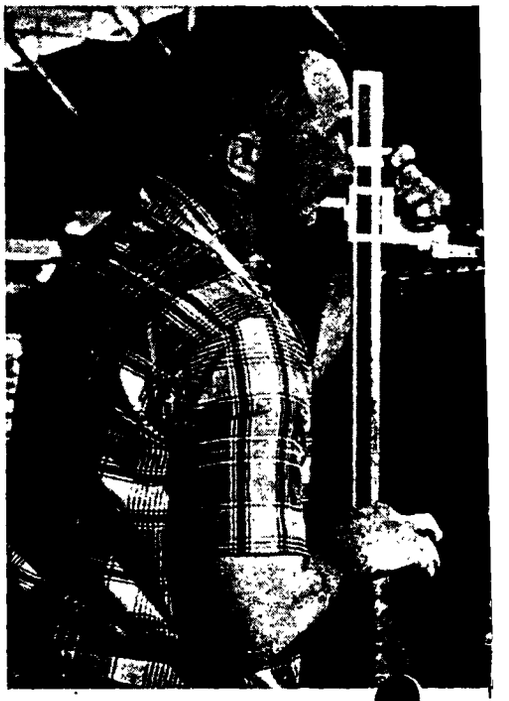
If a girl has her hair styled for a special occasion and the hair dresser makes a mess of it, the girl probably will not return to that hair dresser again because she cannot depend on the quality of the work.

Who can say how much future business we may have lost because we



OUR COVER

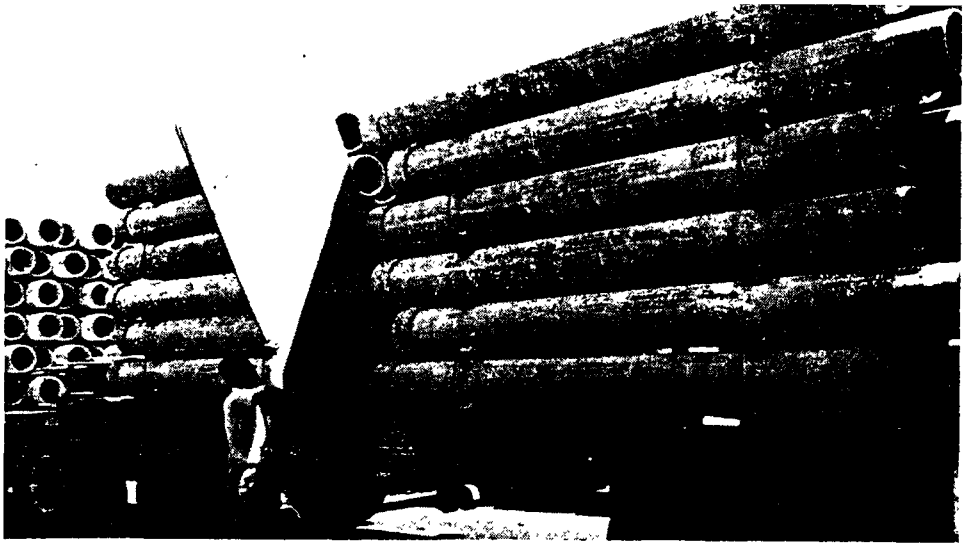
Many people form their first impression, which may be a lasting one, at our company by the quality of the service when they telephone one of our many offices, plants and mines. Relief Telephone Operators at the Atlanta (Ga.) District Office, Mrs. Barbara Martin (at left on cover) and Miss Mildred Loveday, realize the value of quality service to those who telephone. Shown above is Mrs. Irene Johann, Atlanta's regular Operator.



Raymond Vishnesky, Senior Inspector in the [illegible] for a Republic F-105 fighter plane. Quality i

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Shipping Department at the Stockton (Calif.) Pipe Plant is determined that the customer will receive quality pipe that is undamaged. Paul Stack is shown inserting insulating board between the ends of the pipe to prevent any possible chipping. Pipe that is shipped overseas is given extra protection by special crating. Customers are frequently invited to tour the plant and inspect special tests of products that may be of particular interest to them.

stubbed our toe and delivered products that weren't up to snuff?

Even though we spent more than a million dollars last year to make quality adjustments, some of these customers are now buying from our competitors instead of from us.

A million dollars is a heap of money, but it was only part of what it cost to make sure that our customers would receive quality products.

Other millions of dollars were lost because of many rejected pieces.

An Alarming Situation

What is really alarming is that quality complaints against our products are increasing instead of decreasing. If the present trend continues, by the end of this year we will spend $150,000 more this year—for a total of $1,150,000 to satisfy our customers.

Here, indeed, is fertile ground for cost reduction achievement.

Quality Comes Hard

It isn't easy to consistently produce quality merchandise—not when you consider all the problems.

Production processes, methods, and equipment are constantly being improved and changed. These changes have to be gotten used to, and it's hard to do a brand new operation as well in the beginning as you can when you've had a little practice.

Even the best of production equipment requires constant attention, and different batches of raw materials may cause numerous difficulties, and many adjustments may have to be made.

On top of all this we have to be competitive, make deliveries on schedule, and fight deadlines that sometimes seem almost brutal.

It Can Be Done

In spite of the difficulties, we must maintain quality the first time around. And it can be done because . . .

Quality depends on people.

Machines, even electronic brains, are directed by people.

Machines can be operated to produce quality products.

In-process inspection can help to assure quality by making sure that specifications are being met.

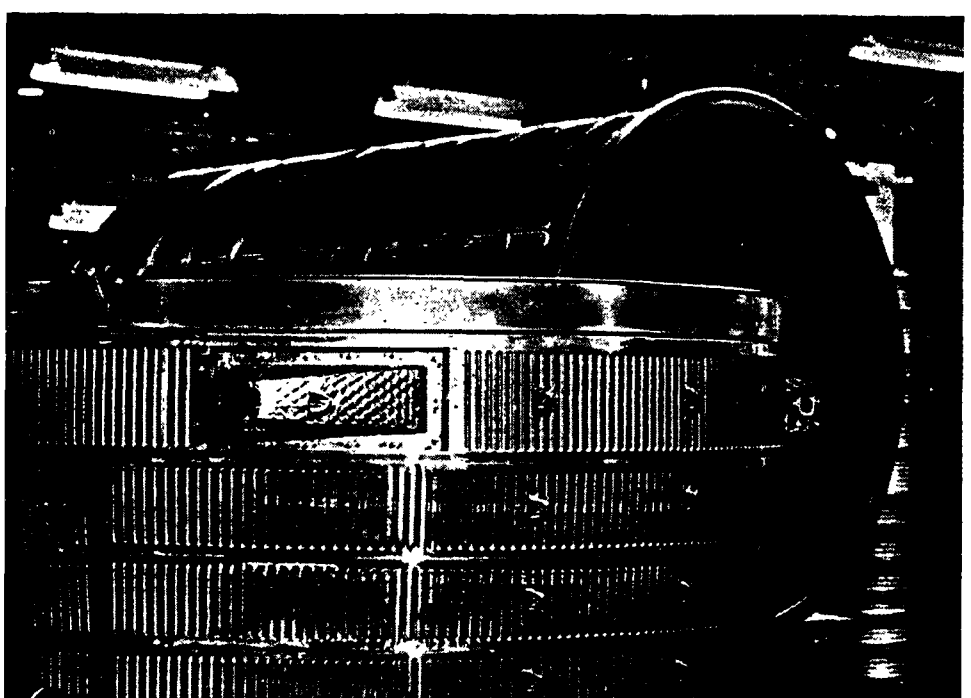
Final inspection can help to protect our reputation for quality—but it cannot create quality.

Inspectors cannot produce quality. They make their contribution by deciding if the merchandise is good or bad. They can help to prevent bad merchandise from reaching our customers.

"J-M's Greatest Asset"

Every J-Mer, in every job, contributes to quality. We are all proud of our products and our company's reputation for quality.

It is J-M people, "the company's greatest asset," who produce the quality that gives our company its fine reputation. It's something to crow about.



rille Industrial Insulations Plant, inspects many different phases of a Thermoflex shroud s case may involve our defense.

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Dutch Brand Headquarters Moves to New York Offices

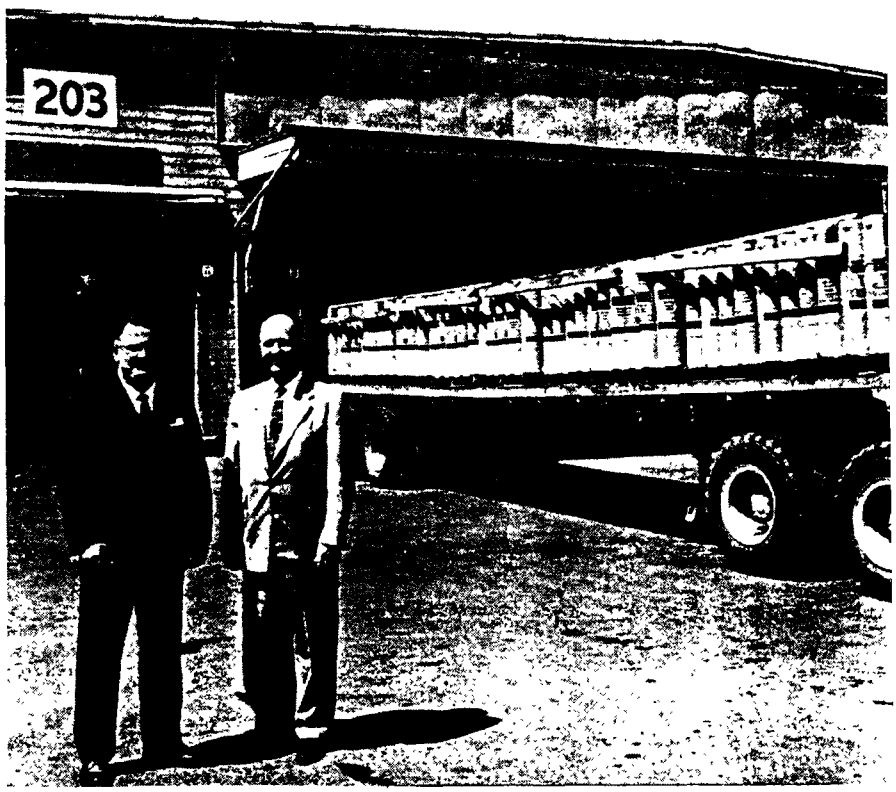
Above left—Dutch Brand personnel are shown here in their new Division Headquarters in New York. Ed Wells, Division General Manager, is seated at his desk. Talking with him are, from left, Bill Hoffer, Division Merchandise Manager; Jim Allen, Sales Manager for Industrial and Distributor Sales; Dorothy Goyette, Administrative Assistant; Bill Bartlett, Product Manager for Electrical Papers; and Al Townsend, Product Manager for Electrical Tapes. Not pictured is Dan McLinden, Product Manager for Industrial Tapes and Adhesives. Above right— In the outer offices of Dutch Brand's new Division Headquarters are, from left, Virginia Buckley, Phyllis Macari, and Irene Smith, all of whom are Secretaries.





NEW PLANTS PLAN FUTURE

Lower photo—Seen in front of the new Cleveland (Ohio) Building Products Plant after a meeting to discuss future plans are, from left, E. W. Shepard. Nicholas Paris, Vincent Dottore, Milton Draeger, and George Ptak. Cleveland Plant manufactures asphalt shingles. In top photo are some of the personnel of Avery (Ohio) Felt Mill, W. L. Ruff who is Manager of both Cleveland and Avery operations, Paul Weilnau, Charles Thompson, John Minge, and Paul Dziak.



ASPHALT ROOFING MOVES FASTER TO CUSTOMERS

Roger Jenkins, (right) Seattle (Wash.) District Manager for Building Products, and Garold Gray, Owner and General Manager of the Gray Co.; J-M's distributor in Tacoma, stand before the new warehouse in the Port of Tacoma Industrial Yard. This new warehouse, along with recent additional warehouse space in Minneapolis (Minn.), Cleveland and Avery (Ohio) Plants, and Madison (Ill.) Plant, will help speed the distribution of asphalt roofing and other J-M products to our customers. Speed of delivery can sometimes be essential to quality service (See pages 8 & 9).

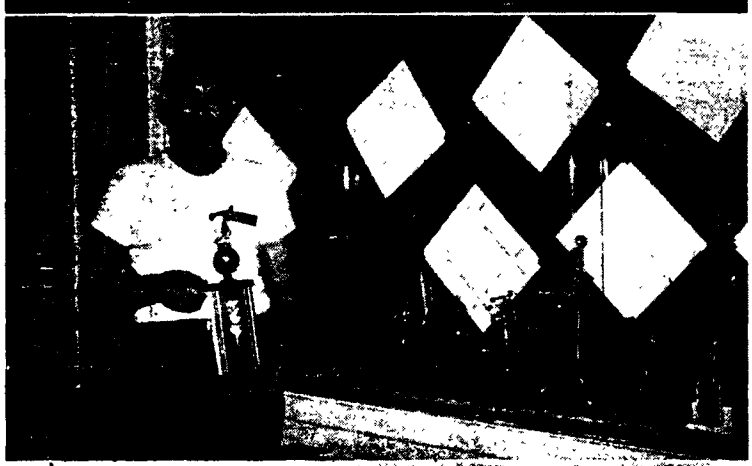
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PLACES ORDERS FOR TILTON

S. S. Webster, Supervisor of Office Services was recently inducted into the Tilton (N.H.) Dutch Brand Plant's chapter of the Quarter Century Club. Purchasing is one of his many duties and he is shown placing an order for raw materials by telephone.



WINS NATCHEZ TOURNEY

Steve Skroback, Superintendent of the Finishing Dept. at the Natchez (Miss.) Building Products Plant, displays the bowling trophy he captured for winning the Natchez City Handicap Championship. This was Steve's first year of bowling, and he nailed down a score of 683 for first place singles handicap. The six trophies in the display case are those won by other Natchez bowlers at other times.



IT'S "BATTER UP" AT MARRERO

Waiting for the pitch (at bat) is Benny Williams, a member of the J-M Rams softball team at Marrero (La.) Building Products Plant. Pitchers for the team are Albert Martin, Stoney Emery, and Fred Martin. Catchers are Harry Williams and Austin Prevost. Other team members are Claude Collins, CF; Benny Williams, LF; Norman Singleton, SS; Alfred Dumas, RF; Joseph LaSalle, 2B; Willie Davis, 3B. John Walker, Team Manager; Clayton Poche, 1B; Clifton Jones, OF; and Malcolm Clark, OF. Catcher in photo is unidentified member of opposing team.

CHILLICOTHE SEES LOW DOWNTIME

Maintenance crew at Chillicothe (Ohio) Building Products Plant recently established a new record for low mechanical and electrical downtime. This helped the plant to show its best production month since the start of operation in May of 1960. In the first row from left are Harley Imler, John Poole, Cail Hill, Paul Jones, Harold Moss, Charles Ford, and Wes Neighborgall, Foreman. In back row are Wes Vincent, Jim Kinker, T. J. Willis, "Buck" Hancher, and Ralph Taylor. Exceptional maintenance performance such as this contributes substantially to Johns-Manville's reputation for quality. (See pages 8 & 9).



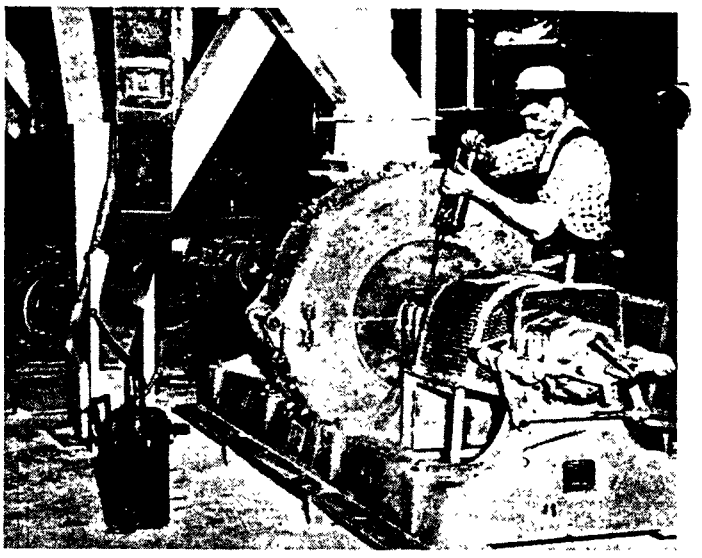
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CAMERA CLUB OFFICERS SHOW PRINT

Evelyn Crocco, left, re-elected President of the New York Office Camera Club, displays Nancy Ruddy's "Outstanding Print of the Year" chosen at the final meeting of the year. Nancy, center, is Club Treasurer, and Cynthia Kalin at right is Secretary of the Club. Winifred Hesselman, not pictured, Vice President. The print shows an artist's display of his work.



EMILE GUNS FOR TOP QUALITY

Emile Vigneux lubricates an Attrition mill at the North Bay (Ont.) Canadian Products Plant in a program of preventitive maintenance designed to keep the machinery in good order. In front of Emile is a grease loader pump which transfers grease to the gun without danger of contamination—thus safeguarding quality performance. (See pages 8 & 9.)



DEFIANCE HOLDS PICNIC CARNIVAL

Kevin, three-year-old son of Glen Wonderly, left, seems pleased with carnival cane and king-sized portion of cotton candy. Employees and their families from the three Defiance (Ohio) Fiber Glass Plants participated in the annual picnic-carnival. There were prizes for all the children, speed boat rides, swimming, and lots of soft drink and food for the 1,634 people who attended.



PROPER LABELING INSURES QUALITY

Proper product identification is necessary for both the ultimate customer and our distributors. Attaching Microlite label at the Corona (Calif.) Fiber Glass Plant is Raymond Thomas, Machine Attendant in the Insulation Department. Emery Shea, Qual Control Inspector, audits the operation to assure that the product is properly labeled (See story on pages 8 & 9).

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Finding Out Where J-M Stands



Several months ago J-M introduced a colorfully designed new line of ceiling panels that harmonize with walls and floors.

This departure from the plain ceiling tradition, announced with the slogan, "Imagination Hits the Ceiling," has caught the imagination of the public. As a result, our sales of acoustical ceiling tile are on the rise.

The development of this new product involved a lot of people within J-M who knew that the company could get more ceiling panel sales if we could bring to the market what the public wanted.

We knew we had not been getting our share of the sales.

Producing What's Wanted

Harry Cole, Manager of J-M's Market Analysis Department, points out that "since World War II there has been a gradual shift in emphasis of business management from production toward marketing.

"Formerly, businesses were concerned primarily with making customers want what they produced; now they try to find out and produce what the customers want."

Market Analysts in General Headquarters and Division Headquarters study a wide variety of company problems to help us make as many sales as possible.

How Are We Doing?

Sales management is constantly asking questions, such as:

How large is our total market? Are we getting our share of the market in comparison with competitors? If we aren't, why aren't we?

Can we improve our products or develop new products to increase our sales?

Is our advertising successful?

Are our prices right?

Is our sales force adequate?

Are our warehouses located so that we can give prompt delivery?

What do our customers think of our quality? Do they respect our company's reputation?

How are our sales affected by general economic conditions?

Where do we stand today and where can we expect to stand in the future?

Looking for Answers

Market Analysis is concerned with making studies that will throw light on questions such as these.

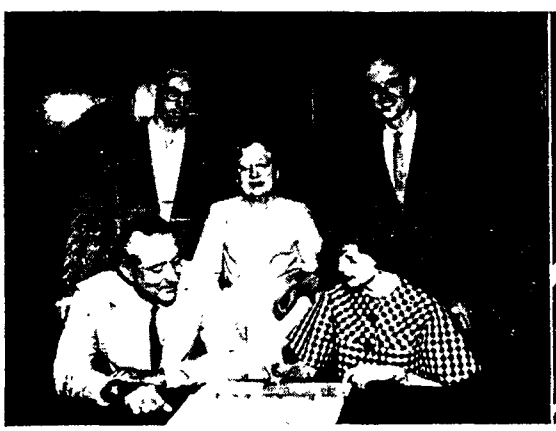
From the end of World War II to 1960, the nation's business was generally prosperous, and J-M shared in this prosperity.

During this period, however, many of our old product lines declined in sales, and were replaced by others through new product development and acquisition of other companies.

What's up Ahead?

As a result, our company's sales growth from 1947 to 1960 exceeded the growth of our country's overall economy.

To insure that our future sales will grow to their full potential, J-M is placing more emphasis on market analysis and new product development.



Studying some of the charts which they have designed to help answer the question of where J M is going are members of the Market Analysis Department in General Headquarters. Seated are Harry Cole, Manager of the Department, and Marjorie Grimm, Market Analyst. Standing from left are John Leonard, Market Analyst; Louise Hohn, Secretary; and Russ Henderson, Market Analyst. This group studies a variety of company problems.



John Stephenson serves as the Market Analyst for the Canadian Products Division. John is shown in his office in Port Credit, Toronto (Ont.) where the Division maintains its headquarters. He is compiling charts that will help C.J-M to understand its markets.



Some of the Divisions' Market Analysts study results of their work. From left are Harry Kuesel of Packings & Friction Materials, Dick Schiffman of Pipe, John Miller and Dom Latorocca of International, and Jim Flottman of Building Products. Not shown are Terry Bassett of Industrial Insulations, Steve Painter of Pipe, and Mel Liverance of Building Products. They were not available when the photos were taken.

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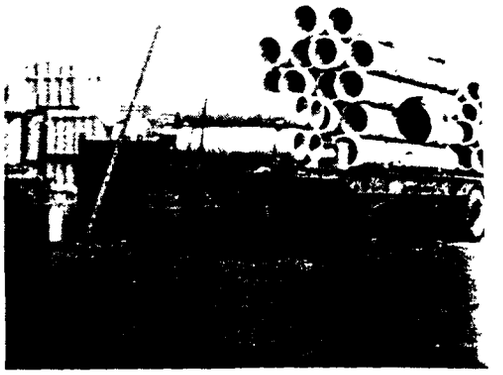
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Southern Charm Lives On

Natchez, Mississippi, site of a J-M Building Products Plant, is a city of ante-bellum charm, and it attracts visitors from many parts of the world. Taking part in the Annual Spring Festival this year were Mrs. Leona Williams (right) J-M Telephone-Telegraph Operator. Hostess on the left is Mrs. Mary Thompson, wife of John Thompson, J-M's Chief Forester at Natchez. In the center is Mrs. Joyce Enlow, Armstrong Tire and Rubber Co. Photo is through the courtesy of Southern PBX Magazine, published by the Southern Bell Telephone and Telegraph Company.

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PIPE GROWS BIGGER AT STOCKTON

Big things have been going on at Stockton (Calif.) Pipe Plant. Late last year the plant received approval to produce 14, 15, and 16-inch pipe. The plant had originally



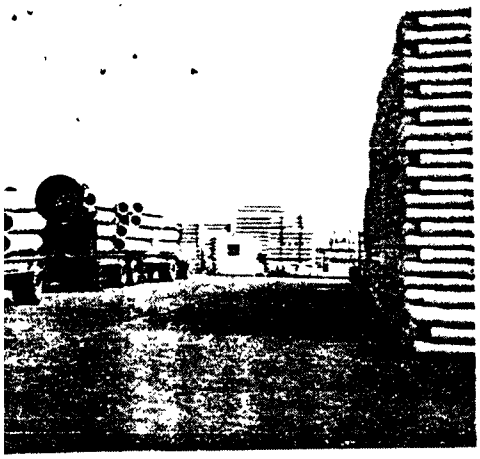
Scooter Gets a New Job

Howard Kenworthy (driver) and Ora Black, Auto Mechanics in E&R Dept., at Richmond (Ind.) Industrial Insulations Plant, decided that this industrial motor scooter needn't be scooted into retirement. They equipped it as a fire fighting unit, complete with fire hose, fire axe and four different types of fire extinguishers. The unit is parked in convenient locations where it can be moved to any area of the plant or grounds within only moments.

Sound Effects Send Sam

Right—Sam Beck, Foreman in the Textile Dept. of Waterville (Ohio) Fiber Glass Plant, waits for sound effects cues for a recent musical. The musical was produced by the Repertoire Little Theatre group in Toledo. Sam and his wife, Mary Ellen (left), have been active in this group for three years. Sam contributes as a sound-technician, and Mary Ellen played the lead soprano role in the recent production of High Button Shoes.

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been built with this possibility in mind. but substantial new facilities and modifications were necessary for actual production. Steam trays, machine parts, and storage slab have now been added, and recently the first two truck loads of 16-inch Transite pipe to be produced at Stockton were shipped out.



CHICAGO EARNS SAFETY AWARD

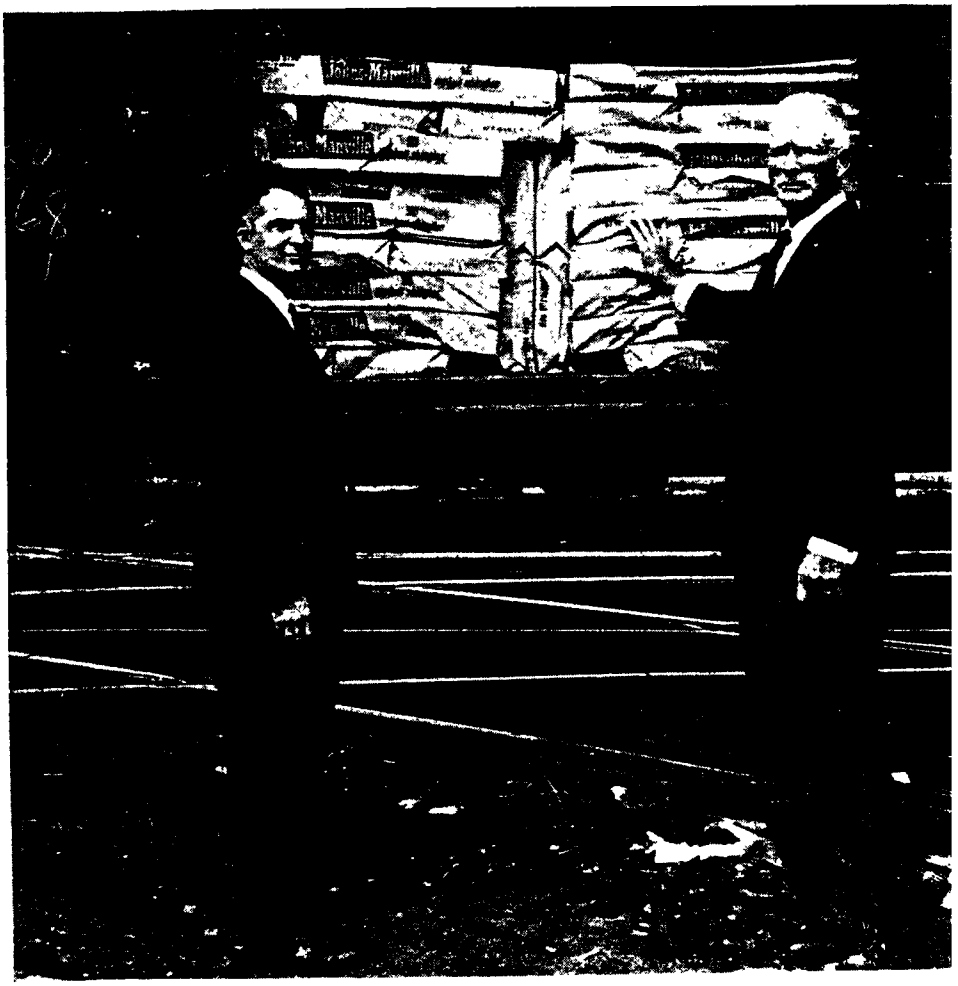
Employees of the Chicago Dutch Brand Plant were recently presented with a Production Safety Award from E. H. Wells, Division General Manager. The award recognizes 500,000 manhours without a lost-time injury. From left are Angelo Ydreo, Bruce Hufford, Ellsworth Nelson, Raymond Chapel, Haywood Finch, Edward Mrozinski, Roscoe Nicodemus, Plant Manager, Elmer Nichols, Matt Kasmir, Charles Trafficanta, Joe Curatolo, William Clayton, Ed Brown, and E. H. Wells.



NATCHEZ BOWLERS HONORED

Bowlers at Natchez (Miss.) Building Products Plant recently enjoyed a chili supper in the plant cafeteria with other teams of the Natchez Industrial Bowling League. Second place league award went to J-M No. 1 team, from left, C. E. Dodd, Floyd Cutrer, Everett Walley, L. C. Bruce—Team Captain, J. E. Perrault, and Douglas Porter.





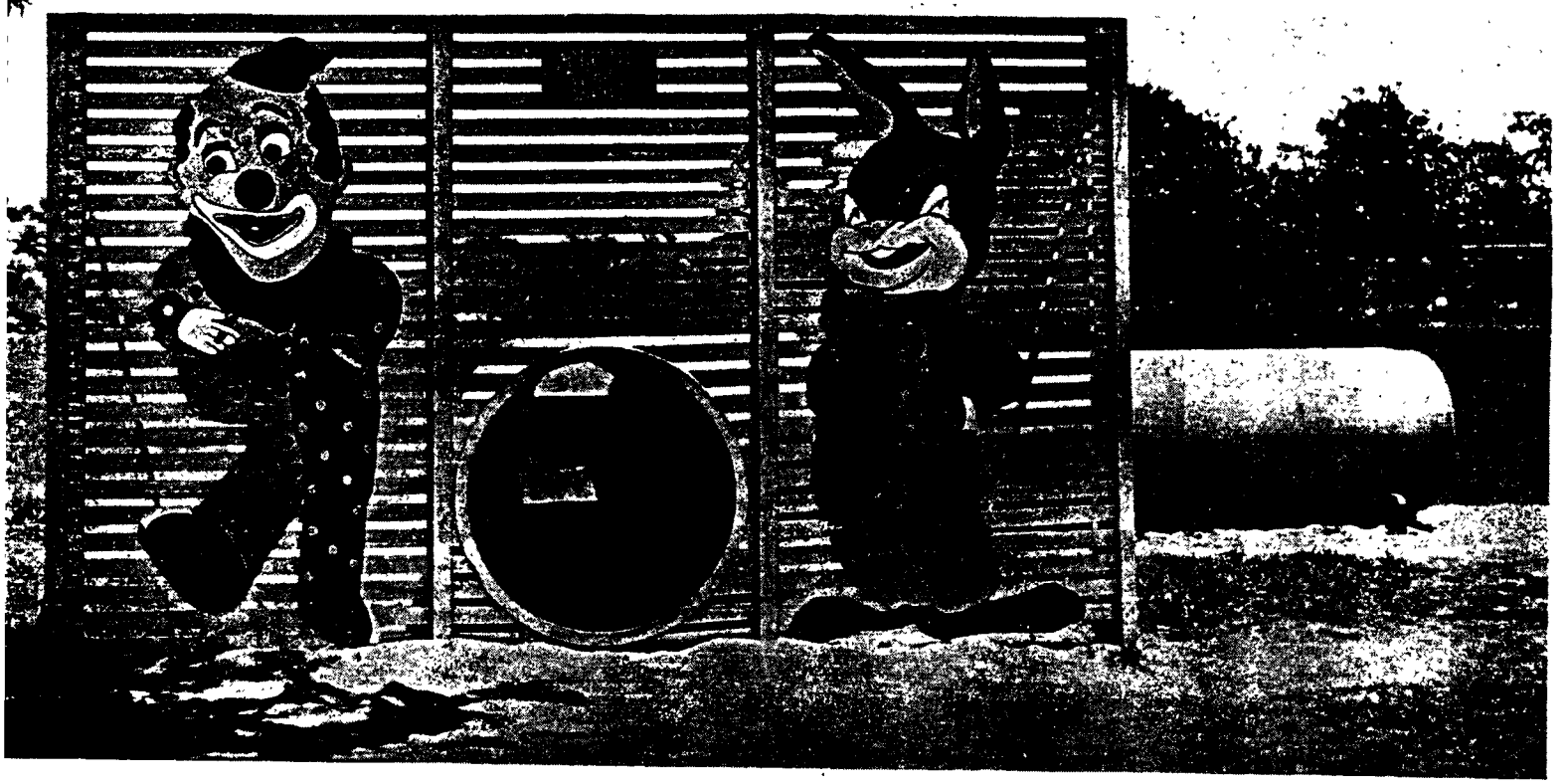
SAVANNAH SHIPS "BIGGEST" ORDER

Largest single order ever received at the Savannah (Ga.) Building Products Plant was recently shipped to John McDaniel Wholesale Supply Co., Atlanta. The big order filled eight train carloads with roofing materials. Securement value was approximately $20,000. Examining products from the plant are John McDaniel (right), owner of the supply company, and F. W. Whatley, J-M B/P Salesman in the Atlanta area. McDaniel Supply Co. is a long-time J-M customer, and one of the largest supply companies in Atlanta.

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Transite Pipe Becomes Tunnel of Adventure



J-M's Transite pipe can be more than highly functional. Several thousand youngsters in the Manville, N. J., area have found that our pipe can be loads of fun.

On the J-M Recreational Field at Manville, two 13-ft. lengths of 36-inch pipe are joined by an elbow to form a tunnel that bends in the center and intrigues youngsters. There is a plastic window in the elbow to furnish light to the young adventurers, and a clown and a rabbit guard the entrance to the tunnel. The clown and rabbit were made by the Manville Youth Center from J-M Tempered Hardboard.

June of this year saw the J-M Recreational Field playing host to about four school picnics a week.

The tunnel was the brainchild of Tom "Chief" Pascale, center in lower photo, Captain of Plant Protection Force for Manville's Building Products Plant.



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