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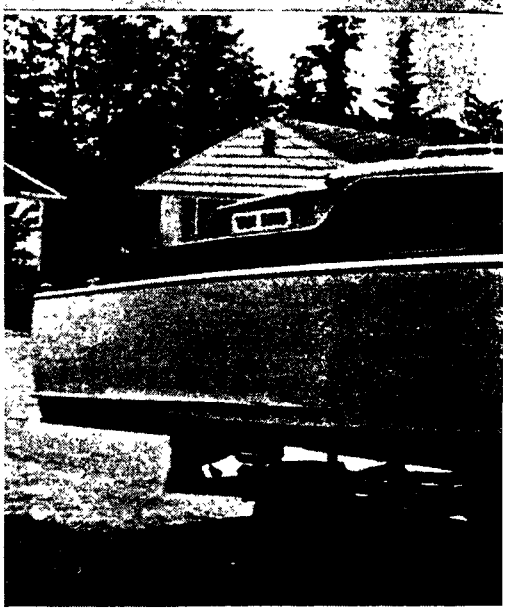
Toronto Plant Holds Open House

Below: Toronto (Ont.) Canadian Products Plant held a two-day open house and family day celebration. Children received favors, souvenirs, rides, movies and refreshments. For the adults, including employees, families and friends, there were plant tours, product displays, bingo, and a stage show. Upper photo shows Souvenir Committee of girls at the plant gate. From left are Rita Wade, Wanda Carter, Betty Boyd, Joanne Moore, and Bonnie Foster. Below is Ted van Houten, E&R Clerk. on the ferris wheel with his two daughters.











J-M Gets Top Billing

J-M products and services received top billing at the recent 3rd Annual Architects and Draftsmen's Conference, sponsored by Van Smith Building Material Co. in Charleston. S. C. From left are W. T. Smith, Atlanta (Ga.) B/P Assistant District Manager; S. A. Westbury, B/P Salesman in the Charleston area; A. W. Farrell, U. S. B[illegible]u of Yards and Docks; and Rex Townse[illegible], J-M Government Department Southern Area Manager.

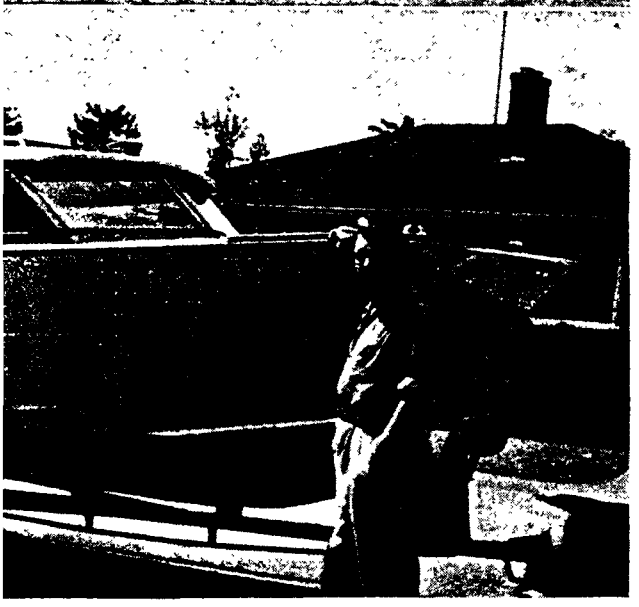
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Tough Transite Pipe Survives Truck Wreck

John Sprinkle, a J-M Distributor in Fort William, Ont., was driving down the highway recently, and a truck loaded with J-M Transite pipe passed him. Shortly thereafter, a station wagon passed the truck on a curve and met another car coming head-on. In order to protect the station wagon the truck driver took to the ditch and wrecked the truck. The driver of the station wagon didn't even stop. But at least the truck driver was not hurt. As this photo shows. hardly any of the tough Transite pipe was damaged in the wreck.



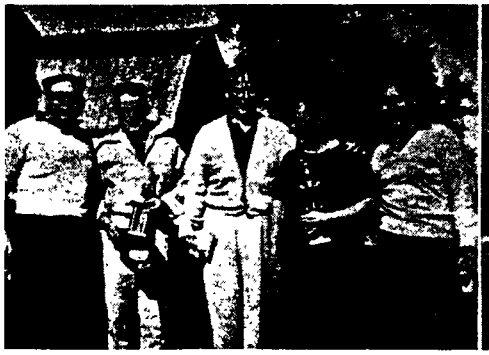
NEXT STEP- AN OCEAN LINER?

Don Lock, Transite pipe Installation Instructor at the Vancouver (British Columbia) District Office of C.J-M, recently built his second boat. The first was a 12-foot runabout, and the second is a 20-foot cabin cruiser that sleeps four and has a top speed of 28 mph. It's constructed of plywood and finished with fiber glass. Anyone for a weekend trip? See Don!



Si Collier Gets Honorary Membership in ASTM

Si Collier, recently retired as J-M Director of Quality Control, has been named by the American Society for Testing Materials to Honorary Membership in the organization. This is the highest honor conferred on members by the ASTM. Si still serves J-M in the capacity of a consultant.



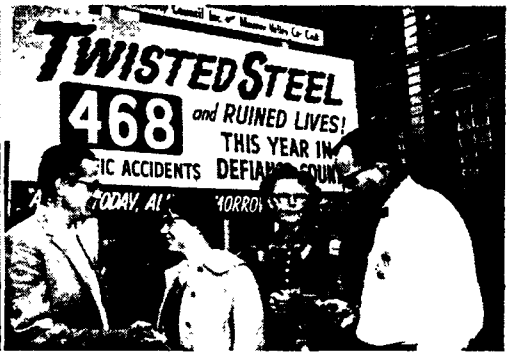
Visitor Takes Top Honors

Personnel of the Cleveland (Ohio) District Office recently staged a golf tournament, and invited several Canadian J-Mers who were in the area to participate. From left are Bruce Goodfellow, C.J-M Pipe Salesman; Charlie Skelly, Cleveland Government Representative; F. D. Young, Pipe Divis[illegible] Cleveland District Manager; Julia[illegible]t. Pierre, City Engineer—Quebec: and Jack Wales, C.J-M Transite pipe Salesman. Julian was winning golfer.



Picks Profits Off Shelves

Predetermined quantities of various types of fired slabs (fire brick) are carried in stock at Zelienople (Pa.) Industrial Insulations Plant. The slabs can be quickly cut into almost any standard item desired by a customer. This in-plant inventory helps to cut production costs and thus contributes to profits (see pages 12 & 13). "Deke" Baker (left) and John Lukes, Purchasing & Traffic Assistants. carry out inventory plans by a monthly count of slabs.



Helps His Community

Bob Owens (left), IR Manager for the Defiance (Ohio) Fiber Glass Plants, teams up with Joe Hetz. President of the Defiance County Traffic Safety Council, to award $25 Savings Bonds to winners in a safety slogan contest. As Publicity Chairman for the Council, Bob wrote the sign's copy. Mrs. Molly Allgire. right center. won first place with, "Alert Today, Alive Tomorrow". Terry Ryan (left center) was runner-up with "Stay Alert and Stay Alive".

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Announcements

IN MEMORIAM

ATTILIO ROMAN
Dutch Brand, June 8

LEO BISCH
Dutch Brand, July 12

THOMAS B. BARBOUR
Nashua, July 17

SAMUEL E. BOUCHER
Nashua, July 20

PETER GEORGIANA
New Brunswick, July 20

JOSEPH P. JOHNSON
Philadelphia, July 20

J. RAYMOND ROBSON
Manville, July 20

CARLTON E. TREGANZA
Detroit, July 23

PAUL BODNAR
Manville, August 5

F. ROLLAND DUCHARME
Asbestos, Aug. 5

HARLEY L. GARRETT
Alexandria, Aug. 5

THEODE DEMERS
Asbestos, Aug. 6

VICTOR GORLEWSKI
Manville, Aug. 24

RETIRING—NOVEMBER 1

HENRI BOUCHER, Jeffrey Mine
OSCAR BRIERE, Jeffrey Mine
MICHAEL FATTO, Manville
ERNEST J. GRIMARD, Jeffrey Mine
LLOYD JOHNSTONE, New York
MARTIN KAZMAR, Manville
WILLIAM KUPHALDT, Long Branch
OSCAR A. PERKINS, Asbestos
PERLEY R. REED, Jeffrey

QCC INDUCTIONS

At PARKERSBURG PLANT (W. Va.), on Oct. 10, dinner, Chancellor Hotel.
JOSEPH E. CUNNINGHAM
WILLIAM J. McCLOY
FRED R. MOORE
HARRY H. SHEETS
HOMER L. WOLFE

At TORONTO CHAPTER, Oct. 12, dinner, Skyline Hotel.
J. CHARLES HONEY
GORDON D. POOLE
HARRY J. SCOTT
JOSEPH G. STEPHENSON

At CHICAGO CHAPTER, Oct. 18, dinner, Sheraton-Blackstone Hotel.
FLETCHER H. BINGHAM
T. CLARE DAVIS
EDWARD M. SCHULTZ
WILLIAM W. YULE

At NASHUA CHAPTER (N.H.), on Oct. 19, dinner, McNulty & Foley Restaurant.
WILLIAM BACKANOUSKAS
PAUL H. BERUBE
RAYMOND F. BRENNAN
CHARLES V. COROSA
WALTER J. DECOTEAU
STANLEY F. DRABINOWICZ
E. NORRIS HALL
WILFRED LEVESQUE
JOHN P. McCAUGNEY
JULIUS M. PORUSTA
ADOLPH P. SADAUSKAS
THOMAS E. SAWYER
JOHN F SULLIVAN
EVERETT C. TRUAX
EARLE F. WESSON

At ST. LOUIS CHAPTER (Mo.), on Oct. 19, dinner, Park-Plaza Hotel.
ORRIN K. FRY, JR.
C. KEITH RAY
ERNEST R. SHELTON

At LOS ANGELES SALES CHAPTER, Oct. 24, dinner, The Dales Restaurant.
CHARLES J. ROSSIO

AT MILWAUKEE CHAPTER, Oct. 26, dinner, Athletic Club.
RUSSELL W. BAUMAN
SAMUEL M. EATON

At CLEVELAND PLANT, Nov. 2, The Coach House, Strongsville, Ohio.
HELEN A. BATES
JAMES A. BENIFIELD
HERBERT F. BROWN
MILTON W. DRAEGER
PAUL H. DRAEGER
JOSEPHINE GOMPF
CHARLES S. KUBIK
HAZEL M. McDONALD
ANTHONY F. NOVAK
JOSEPH J. ORAVEC
GEORGE J. PTAK
SYLVESTER A. RADOSS
ALVIN C. REDRUP
CARL VITAS
CARLTON H. WILLIAMS
JOSEPH H. WITCRAFT

At SAN FRANCISCO CHAPTER, Nov. 3, dinner, at DiMaggio's Restaurant, Fishermans Wharf.
HORACE R. NELSON



ATLANTA'S NORMAN STUDIES DURING RESERVE DUTY

Clyde T. Norman, left, Atlanta District Manager, Transite Pipe Distributor Sales, is shown here in his Air Force Lieutenant Colonel's uniform talking with Navy Commander Bill Bell. They're at Taft Sanitary Engineering Center in Cincinnati where Clyde completed a course on reserve duty.

RECENT BUILDING PRODUCTS ASSIGNMENT



J. A. Marian

Joseph A. Marian has been named Product Manager for Gypsum Products in Building Products Division. Joe comes to Johns-Manville after 10 years with U. S. Gypsum where he held sales and management positions in distribution of gypsum products.

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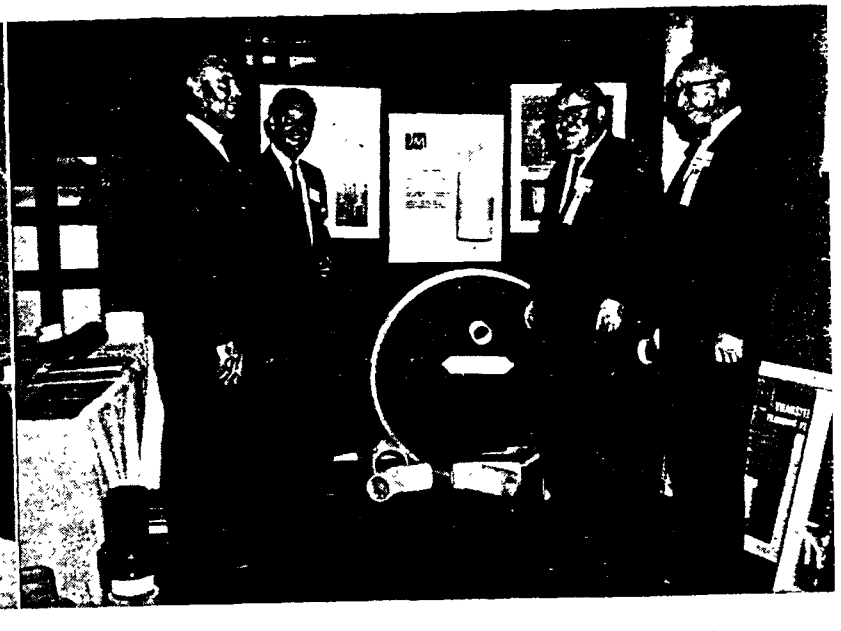
OUR COVER

Lompoc (Calif.) Plant J-Mers are at home on the range as our cover shows this month. Members of the J-M Riding Club, their families and friends, are shown on a Saturday ride-out in the hills of the coastal range. Club members often ride for a day over J-M land and nearby ranches, taking time out for refreshments midway. The Riding Club leases J-M property for grazing and stabling their horses. Some of the Lompoc J-Mers are also members of a group in the area called the Vaqueros de los Ranchos, and participate in an annual round-up and dance.

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BUILDING PRODUCTS FORMS COMMITTEE OF SALESMEN

Above: These Building Products Division Salesmen met recently with George Martens, Jr., Division General Sales Manager, to discuss subjects relating to products, customer service, new merchandising ideas, and division policies. This meeting was a forerunner of a Committee of Salesmen the division is setting up to meet periodically with headquarters personnel. From left are, Frank O'Connell of Washington, D. C.; Jack O'Hara of New York; Bill Hindon of New Jersey; John Oberholtzer of Philadelphia; George Martens; Bill Looney of Boston; Angus MacKay of Worcester, Mass,; Harry Taylor of New Jersey; and Ed Johansen of Hartford.

DISTRIBUTOR SHOWS PIPE IN NEW DISPLAY ROOM

Above right: Pipe Division recently set up an exhibit in the new warehouse and display room of Slakey Brothers, a J-M pipe distributor, in San Jose, Calif. Shown here at the stand are, from left, George Albers, Jr., Manager and Vice President of Slakey Brothers San Jose Branch; C. E. Hauenstein, J-M Salesman in Distributor Sales, San Francisco Pipe District; Will Slakey, President of Slakey Brothers; and Roger Slakey, Manager and Vice President of Slakey branch in Sacramento. Slakey Brothers has six branches serving all of Northern California and the San Jose branch is now second largest. About 750 people attended the open house.

RECENT INDUSTRIAL INSULATIONS ASSIGNMENTS



T. S. Nicely | T. P. Williams | W. J. Walsh | C. L. Varney | H. B. Moreno

Three new District Manager assignments and two new Product Managers have been announced by Industrial Insulations Division.

New York and Boston Districts have been combined to form the Northeastern District with headquarters in New York. A sales office is maintained in Boston. Thomas S. Nicely has been named District Sales Manager. Tom began his career with J-M in 1930 as a sales representative for his father's firm, Nicely & Co., contractors and distributors for J-M products. He was Sales Manager of New York District. George P. Walker is Assistant District Sales Manager.

Philadelphia District has been split into two districts, one located at Philadelphia and the other at Atlanta. T. P. Williams has been named Philadelphia District Sales Manager. Tom came to J-M in 1948 as Salesman-in-Training and progressed to the position of Assistant District Manager at Philadelphia before coming to DHQ for over a year as Staff Manager, Commercial Insulations. H. O. Kladivko is Assistant District Sales Manager.

William J. Walsh has been named District Sales Manager at Atlanta. Bill joined J-M in 1941 as a Salesman. Since 1956 he has held both Area Sales Manager and Assistant District Sales Manager positions in the Atlanta Area of the Southeastern (Philadelphia) District.

Charles L. Varney is now Product Manager for Cold Insulations in Industrial Insulations. Charlie was salesman in Newark, N. J., territory before coming to DHQ in New York. He began his career with J-M in 1939 in New York District.

H. B. Moreno has been appointed Product Manager for Fiber Glass Insulations, Distributor Products Depts., Industrial Insulations. Hank has been in Los Angeles District since 1949 selling commercial and other insulations.

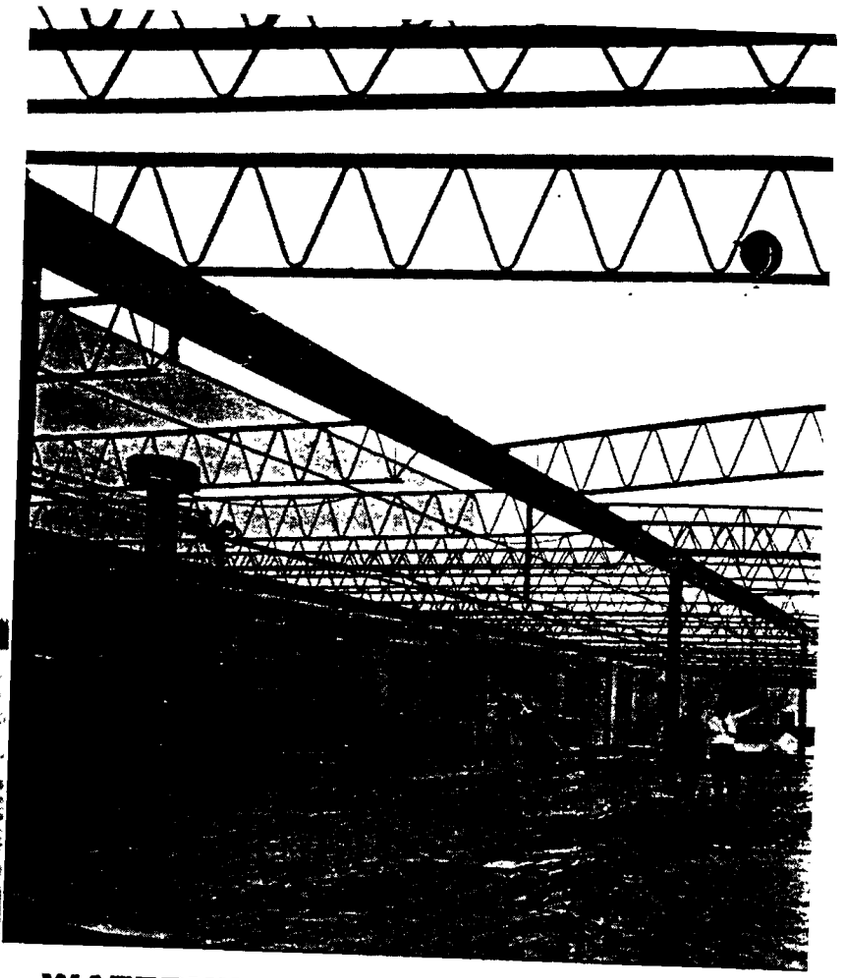
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RAMM CATCHES PRIZE MARLIN

Joseph L. Ramm caught this prize 358-pound marlin in the Gulf of Mexico during the Annual Tarpon Fishing Rodeo. Joe caught the prize shortly before being transferred from Marrero (La.) Building Products Plant to the Long Beach (Calif.) Plants. Joe has been a sports fisherman all his life, and considers this the catch of his life. He was Plant Engineer at Marrero and is Transite Pipe Supt. at Long Beach.



WATERVILLE PLANT EXPANDS

Construction is being completed on the Waterville (Ohio) Fiber Glass Plant expansion. The 60,000 sq. ft. addition encloses space between existing buildings and expands manufacturing, warehousing and shipping space by 30 percent. G. L. White, right, Plant Manager, and Roy Ferner, resident engineer from General Plant Engineering, take a look at joists and roof trusses. A surveyor checks the land grade at left.



LONG BEACH RECORDS PIPE SHIPMENTS

Irene Fleming, Clerk in Shipping Office of Long Beach (Calif.) Pipe Plant, takes a photo of a load of Transite pipe. This is standard practice as a double check that the right amount of material is shipped, and loaded properly. Most loads of pressure pipe are delivered to contractors at job sites, so delivery at the exact hour is important. James Kellett, right, Shipping Shift Foreman, gives instructions to Carl Thompson of Hopper Truck Lines.

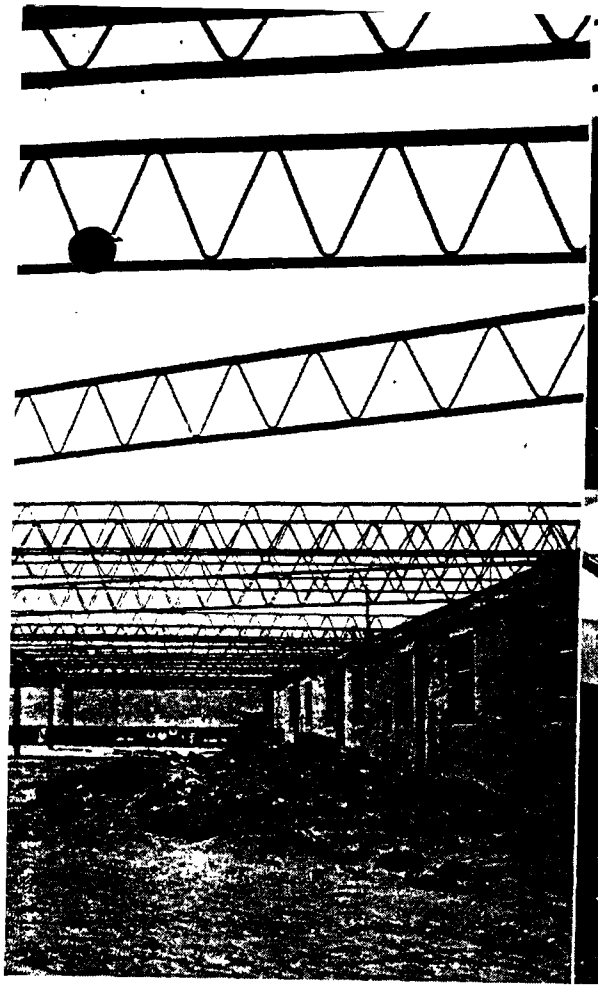


WAUKEGAN J-A ADVISORS PLAN AHEAD

Waukegan Plants' Junior Achievement Advisors for the coming school year met recently to discuss plans for the coming year. From left are A. D. Kaufman, Bernard Ruzga, Ollie Olsen, Dale Johnson, Ray Scott. John Hoem, John Szcygielski. Marilyn Szcygielski. Eugene Greene and John Phelps. These J-Mers will instruct Waukegan students in how to set up junior corporations, from selling stocks, through production and liquidation.

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COLORBESTOS PASSES TEST

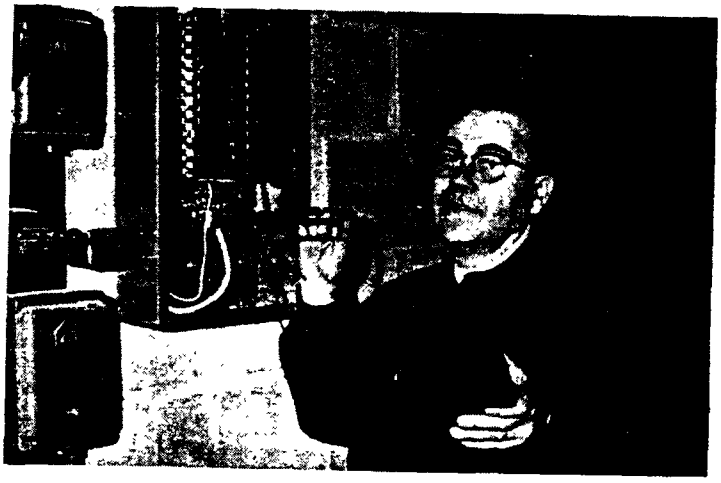
Above right: Mrs. America and Miss Canada find colorbestos siding undamaged even though Bill Bell, left, of Toronto Plant, had directed 3500° of flame on it. At left is ordinary siding. F.H.A. Gallop, 2nd from left, is General Sales Mgr. for CPD Building Products. Show sponsor was John Fienberg, president of Consolidated Building Corp.



CHORUS ELECTS OFFICERS

Recently elected officers of the J-M Choral Group of Manville (N.J.) are, from left. Bill Judson, librarian; Helen Apgar, treasurer; Anita Matulewicz, secretary; Dody Painter, president; and Bob Zi[illegible]ce president. All officers are from Research Center except Anita, who is not a J-Mer. The choral group presents concerts in Manville area.

A J-Mer You Should Know



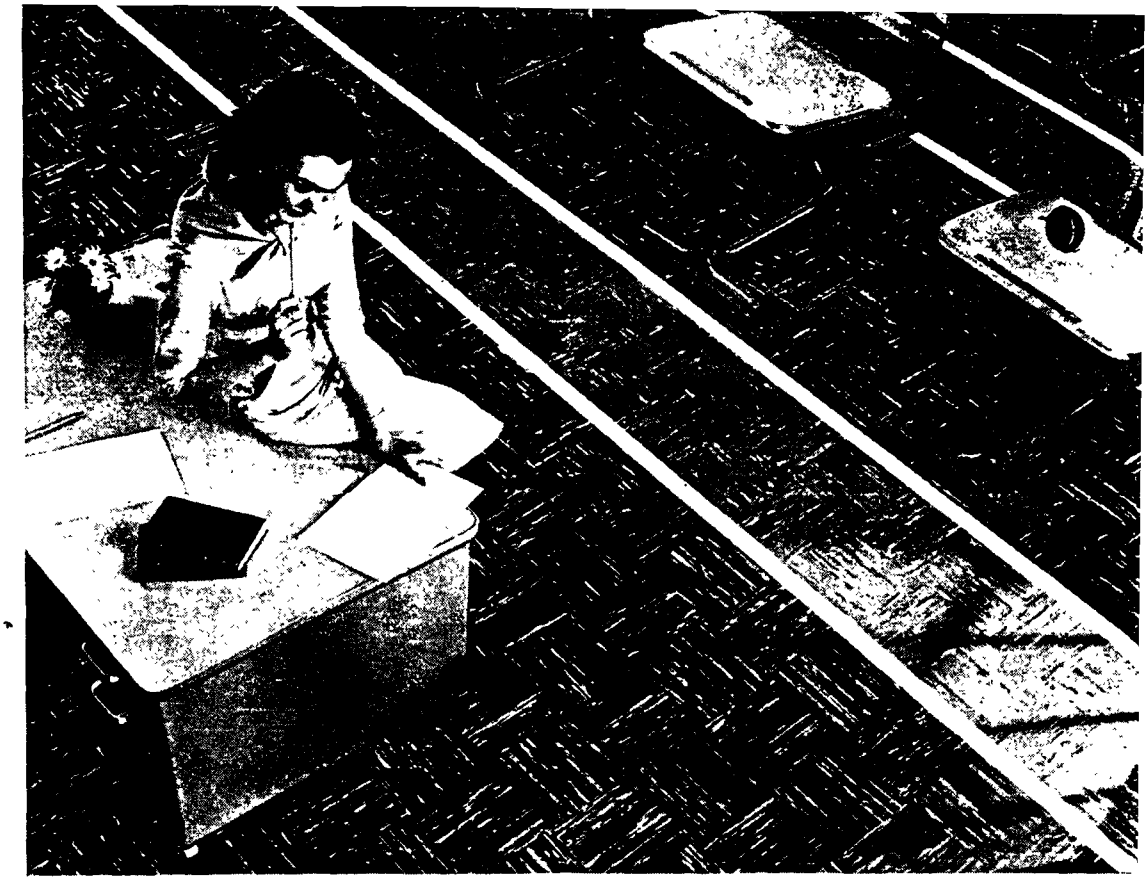
Two or three evenings each week with the practiced ease acquired in 12 years, Dale McCague, Electrician at Defiance (Ohio) Carpenter Rd. Plant, dons his Scoutmaster's uniform. Defiance Troop 130, Boy Scouts of America, owes much to Scoutmaster and Explorer Advisor Dale. He has received both the "A" and Key Awards for meritorious service from the national organization. Number one son. Douglas. is Assistant Explorer Advisor, and Number two son, Jim, is both Assistant Scoutmaster and Troop Treasurer. Dale's wife, Martha, assists with her clerical skills.

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1st OF A SERIES

So that we may be aware of the many products J-M makes, NEWS PICTORIAL is beginning a series of pages featuring J-M's product fields. Information such as you see on these pages will be published each month. You might like to save these pages for future reference.



A lovely model poses as schoolteacher in this modern classroom where Terraflex floor tile has been used for attractiveness and durability. Johns-Manville floor tile withstands the roughest of wear.

What's for Sale?

Building Products Division sells Terraflex vinyl asbestos, asphalt-asbestos, and solid vinyl tile in a variety of colors, thicknesses and sizes that can be arranged in countless designs and color combinations on commercial and residential floors. J-M has long pioneered in floor tile production. A natural wood style recently has been added to the Terraflex line which offers customers seven different wood color choices. J-M floor tile is easy to install, requires little care, and is highly durable. Cove bases, cleaner and wax, and Terraflex brush-on adhesive (made by Dutch Brand) are also available. J-M dealer listings can be found in the yellow pages of many telephone directories. You can also check with building products stores.

...and...How We Can Help Sell It!

You're at an appointment with your doctor and he mentions that he's going to build a house. You tell him J-M makes many building materials he can use like siding, roofing, insulation, pipe, and interior decorative materials.

You're on a fishing trip with your neighbor and he's puzzled about painting borders in the kids' room the way his wife wants them without making a mess of the job. You tell him to use masking tape to keep the borders even and that J-M makes Dutch Brand masking tapes that work great.

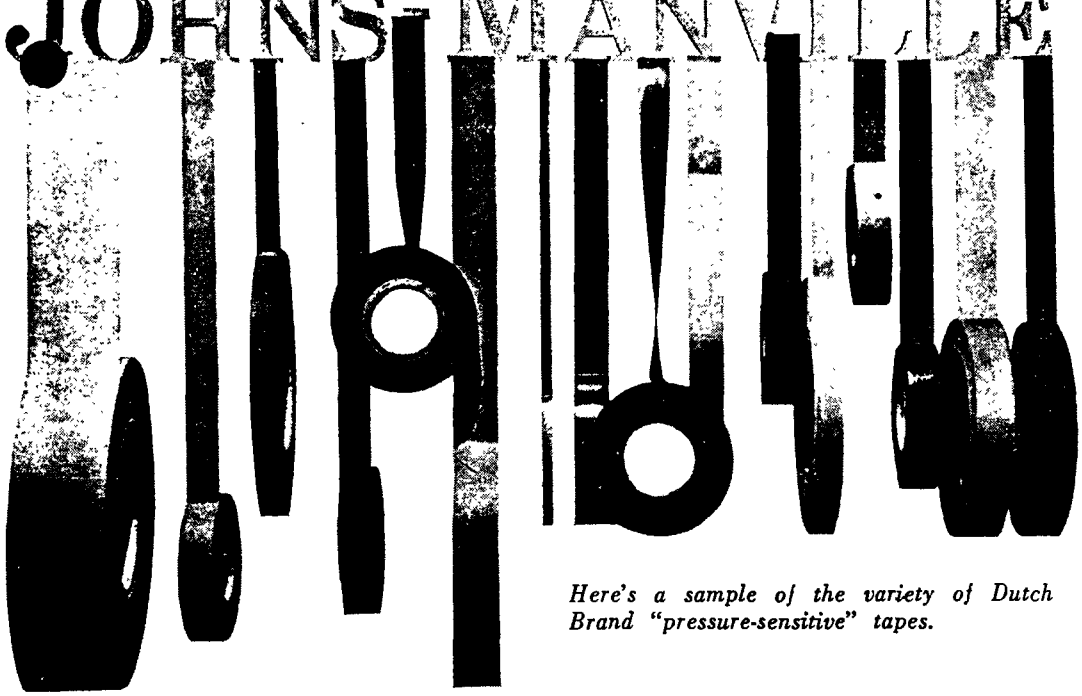
Many situations like these arise in our every day associations with acquaintances. So that your friends will know where to find J-M materials, you might suggest that they check for J-M's listings in the yellow pages of the telephone directory. They can also check with stores and contractors to locate J-M distributors. J-Mers you work with may also direct

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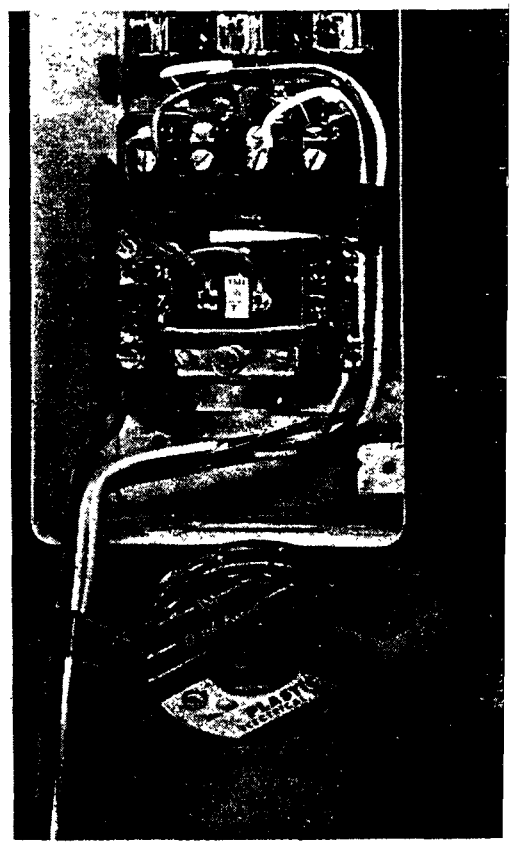
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JOHNS-MANVILLE

FOR ADDITIONAL INFORMATION ABOUT THE PRODUCTS ON THESE PAGES WRITE JOHNS-MANVILLE DUTCH BRAND OR BUILDING PRODUCTS DIVISIONS, 22 EAST 40TH STREET, NEW YORK 16, N. Y.



Here's a sample of the variety of Dutch Brand "pressure-sensitive" tapes.



At right: *Here's how easy it is to apply plastic electrical tape with the handy J-M Dutch Brand dispenser with a special new cutting device.*

For almost any use we may have for tape there is a J-M Dutch Brand tape that can handle the job. Dutch Brand tape is "pressure-sensitive", meaning it is easy to apply with finger or hand and will stick to most smooth or rough surfaces. Dutch Brand plastic, friction and rubber tapes can be used for wiring jobs, masking tape for decorative painting, strapping tape for wrapping packages, and a number of other tapes with thousands of uses. There are colored tapes, waterproof tapes and tapes that withstand heat and cold, chemicals and rotting. When you need tape for a specific job, ask at your hardware, automotive supply or paint store for J-M Dutch Brand tapes or check your yellow pages for Dutch Brand listings.

you to suppliers who carry J-M lines.

It is in our own best interest that we spread the word about J-M's products in hope that sales will increase. It takes a lot more sales to make necessary profits today, and by being ambassadors for J-M we are helping to make our pay checks, benefits and jobs more secure.

With over 21,000 of us working for J-M, each with our own circle of friends, relatives and acquaintances, imagine the thousands of people who know about the company through association with us. Each new activity that we undertake, whether it be a social gathering, a club membership, or community service job, introduces us to more people who may be potential users of J-M products.

We can also be good information sources about business possibilities for J-M within our communities. When you learn of industrial or school building projects, housing developments or new sewage and water systems being planned in your area, do your part to see that the sales force is alerted.

The best way to pass your tips along is to write your information down, making certain you include location of the job and the type of project. If you work in a district sales office you can pass the note to members of your own sales group.

If you work in a plant you can give the note to your foreman or drop it off in the Industrial Relations Office. They will see that it reaches the proper district sales person through the Planning & Scheduling Dept.

With over 500 lines of products J-M can be helpful to our friends and communities in many ways. By being ambassadors for J-M and by passing on our information within the company we are helping ourselves to a better future.

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J-Mers in Community Affairs



Boyd J. Mulder, second from right, Industrial Relations Manager at Waukegan (Ill.) Plants, receives the Waukegan Exchange Club's 8th annual Golden Deeds Award from Byron Brown, left, program chairman of the club. Mrs. Mulder and Fred Veith, right, club president, look on. The plaque is presented to the Waukegan citizen the club believes has done the most for the betterment of the community. Boyd was cited for such activities as the presidencies of North School PTA, PTA Council, YMCA, Mental Health Society, Industrial Relations Assoc. of Chicago and Rotary Club.

Leon McDuff, Staff Manager of Technical Dept. at Corona (Calif.) Fiber Glass Plant, was elected recently to membership on the Corona Unified School District Board. He received the highest number of votes of the three winning candidates. Eight people were on the ballot for the posts.



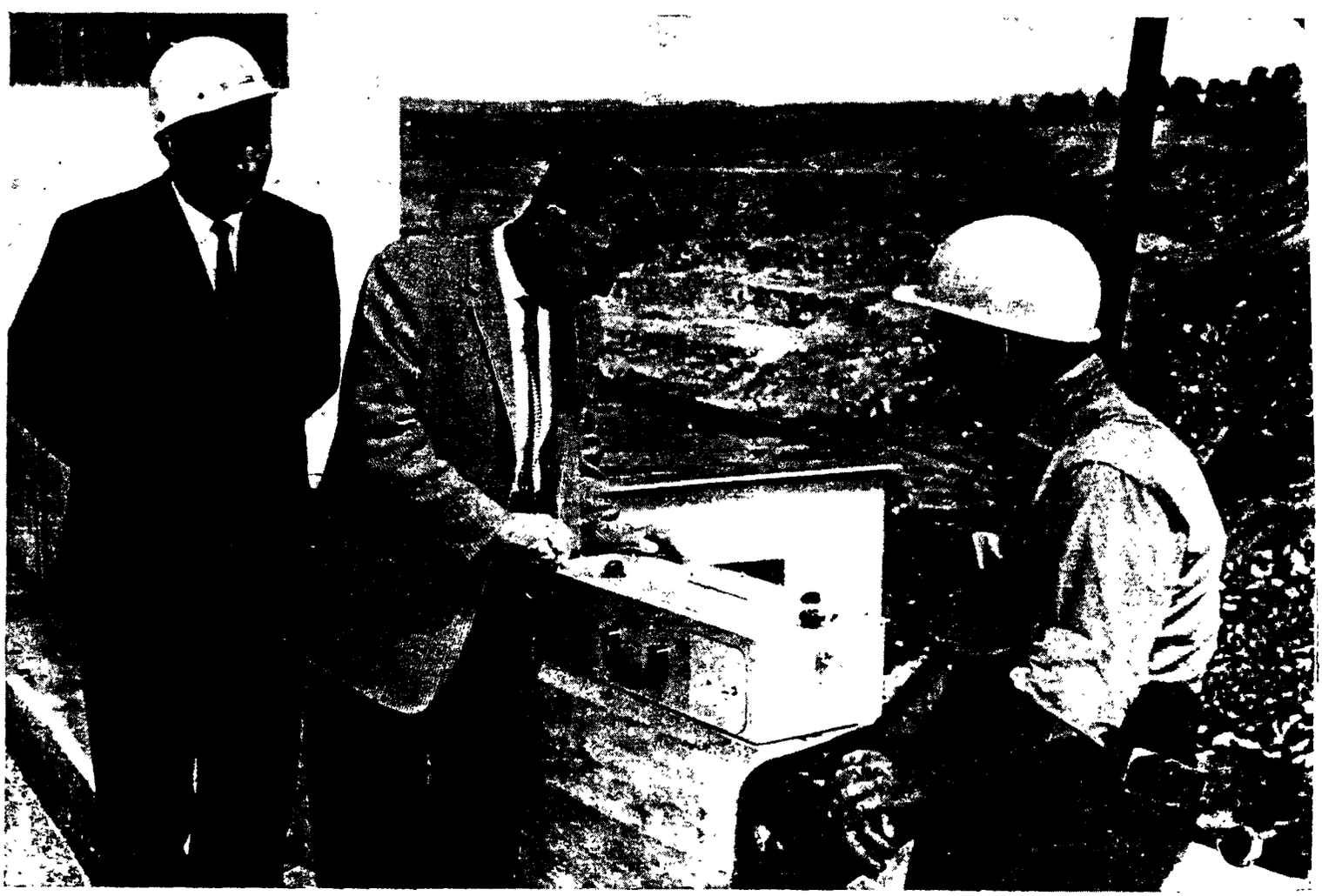
Leon McDuff

Leon is the only Fiber Glass Technical employee who is not located at Waterville (Ohio) Technical Center.



Robert E. Warrick

Robert E. Warrick, Plant Manager of Parkersburg (W.Va.) Fiber Glass Plant, is serving on the Board of Directors of Chamber of Commerce of nearby Vienna. Bob also serves as Third Vice President of the Chamber. He made arrangements for Don L. Hinmon, J-M Senior Operating Vice President in charge of Dutch Brand, Fiber Glass and Industrial Insulations Divisions, to speak at the Chamber's Annual Dinner.



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Testing for Quality

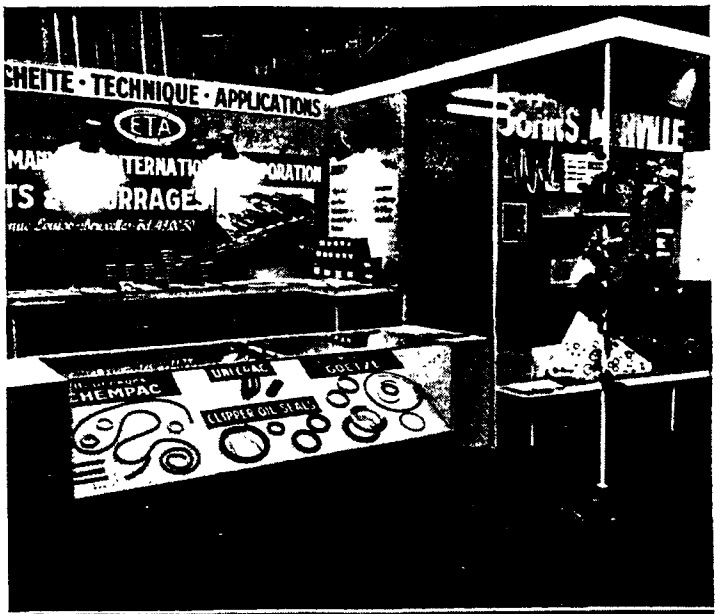
Below: In order to make sure uniformity and quality will be maintained in Weathertite stock prior to board forming, Grant Craig, Laboratory Assistant at North Bay (Ont.) Canadian Products Plant, performs a chemical test every hour.



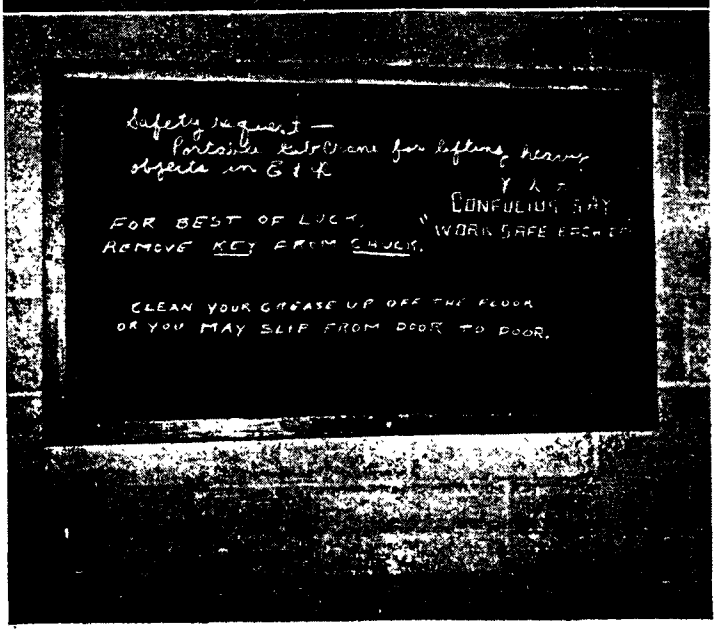
Asbestos Measures Mining Blasts

Blasting with high explosives to produce ore for the Mills at Jeffrey Mine in Asbestos, Que., is a daily occurrence. An average blast loosens 25,000 tons of broken rock. A new portable seismograph measures blast intensities and helps determine the amount of explosive to be used, hole depth and angle, and blasting sequence to insure safety. Shock waves generated by a blast must be kept low to avoid damage to property and disturbance to towns-people.

At left, *Pete Tymocko, center, Industrial Engineering Supervisor, sets up the new portable seismograph at the edge of the Jeffrey open pit mine at Asbestos. Milenko Milosevic, left, Senior Industrial Engineer, and Harry Gray, right, Open Pit Drill Foreman, are watching.*







Products Displayed In Belgium

The product display at left was presented recently at an exhibition in Brussels, Belgium. The exhibit was sponsored by American Industries Co., a Johns-Manville International Corp. distributor. One of the visitors was U. S. Ambassador to Belgium, Douglas MacArthur, 2nd.

J-Mer, Wife Do Well On Pistol Range

Irma and Lou Benton look over the type of pistol they used in the International Slow Fire Pistol Match. Lou, who is a Project Engineer in General Plant Engineering near Manville, N. J., placed fourth and Irma placed 91st out of the 222 people entered. Lou is a member of the Olympic Pistol Committee and is coaching the Olympic team.

Chalk Boards for Safety

Stockton (Calif.) Pipe Plant has a new idea to promote safety. Four chalkboards have been installed, one each in Forming, Finishing & Quality Control, Erection & Repair and Shipping Depts. Stockton J-Mers have been asked to place their slogans and suggestions on the boards. The first message pointed out a newly created unsafe condition. Slogans such as "Think for two, the machine and you" and "If you throw the switch and securely lock it, you won't find your hand twixt a chain and sprocket" have appeared.

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It's The Squeeze

In a company like Johns-Manville things just never stand still. There's always something new, and changes are always going on.

In recent months we've introduced decorative ceiling panels to harmonize with walls and floors, the Flex-Ponent System of home construction, the Acoustical Topliner for automobile ceilings, and many other new products.

And you can bet your boots that we'll be hearing and reading about more new J-M products in the near future.

It's estimated on a national scale that more than one-third of the products which will be on the market in 1970 do not even exist today.

Something In Common

All of our new products have something in common. None of them came about overnight, and none of them was created by accident. Each new product saw daylight because of research, planning, decisions, and . . . money.

All new products are brought about because of the company's ability to earn the necessary money so that research can be conducted, equipment can be designed, and facilities can be established.

Our ability to earn enough thus helps assure that we'll have products to beat our competition and furnish us with jobs.

J-M is also busy developing the Advocate (asbestos) mine in Newfoundland, the Coalinga (asbestos) mine in California, and we have purchased additional Building Products plants in Madison, Ill., and in Cleveland and Avery, Ohio. We have also acquired two plants in Europe.

A quickie tour of almost any J-M location shows recently completed modernization or crews working on new and improved equipment, different methods and processes, additional facilities, and so forth.

What's It to Us?

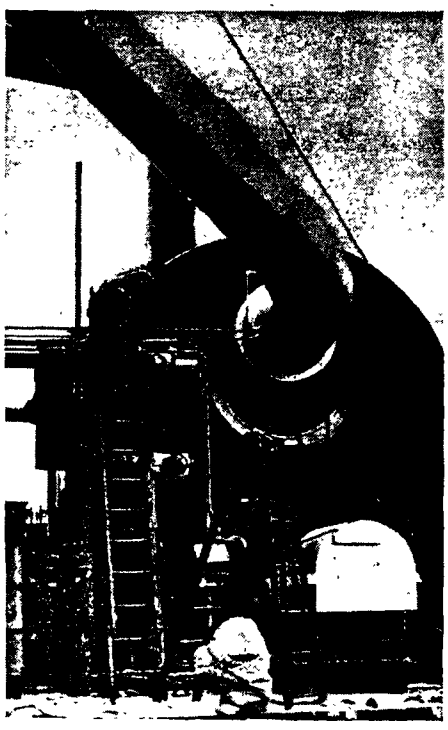
This continuous change and improvement helps us to meet and beat our competition. For all J-Mers this means better job security, improved job stability, greater opportunity, and improved working conditions.

It is from our company's profits that 29,600 stockholders receive their dividends. And the savings that stockholders have invested in J-M have helped us to become leaders in our field.

Income taxes are paid on profits. For every two dollars that the company earns, the government takes about one dollar in taxes. Should corporate profits be substantially reduced, the government would have to find tax money from other sources—perhaps from increased personal income taxes paid by you and me.

Cost-Price Squeeze

Although J-M sales are booming, our profits were off more than three million dollars in the first half of this year as compared to the same period last year.



A gasoline recovery system has been installed at the back of Packings & Friction Materials Division Plant at Manville (N.J.). The system is expected to return about 82 percent of the gasoline which is used as a solvent in manufacturing sheet packings. Under the old system the used gas evaporated. By re-using the gasoline J-M is avoiding unnecessary expense. Savings such as these help J-M combat today's high cost of doing business. The system also helps to further clean the air of possible fumes. Joe Ulman, Pipe Fitter in E&R Dept. is at the top of the ladder.



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That Hurts!

Reduced profits were caused by the fact that our costs of doing business are at an all-time high while at the same time we have had to hold our selling prices down to meet competition.

Our profits thus have to be squeezed out from between high costs and intensely competitive prices.

The company knows that problems don't lick themselves, nor will they go away if they are ignored. Management realizes it has a responsibility to improve our profit picture in order to provide better job security, improved working conditions, and greater opportunity for all J-Mers.

Our company is thus working hard on cost reduction programs and ways to improve the quality of our products and services. Our research scientists are striving to develop products that earn better profits.

Ideas Are Needed

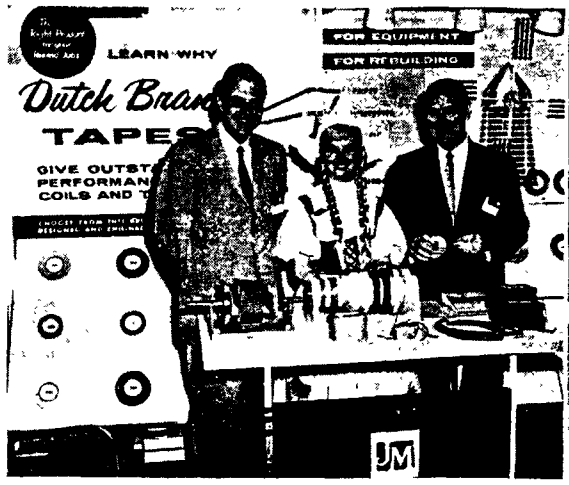
All J-Mers are encouraged to submit ideas which may bring about improvements that will help to increase our profit margin. Not all ideas will work out, but even the very best ones have no chance unless we submit them.

Every improvement is important and results can add up fast when 21,000 of us work on the project.

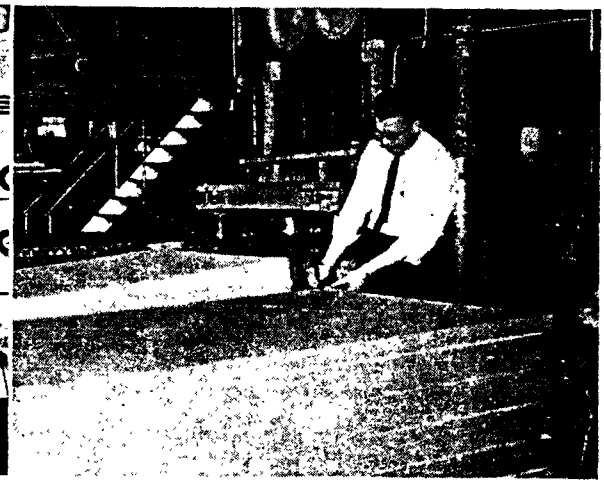
J-Mers are old hands at licking problems, and all of us working together will lick the problem of the cost-price squeeze so that our profits can be increased and all of us can benefit.



Pipe Division is now producing a new Epoxy Lined Transite Pipe that expands J-M's pipe market to the chemical process industries. New developments such as this help J-M fight the "squeeze". In the photo above, A. M. Curry, left, Quality Control Laboratory Technician, inspects the first carload of 18-inch Class 200 Epoxy Lined Transite pipe to leave Denison (Tex.) Plant. Looking on are G. E. DeLong, center, Production Superintendent, and L. I. Richards, Planning & Scheduling Supervisor. Epoxy linings for Transite Pipe were originally developed for use on sewer pipe sold in the Southern states where corrosive conditions are sometimes unavoidable. The new epoxy lining withstands corrosive liquids beyond the range that normally can be handled by plain pipe, and can be used by chemical process and food processing plants, petro-chemical, oil and mining industries.



More sales lead to increased earnings, and one of the ways J-M reaches large numbers of prospective customers is to display our products at conventions and open houses. Here L. L. Bergendahl, right, Western District Sales Manager for Dutch Brand Division, and John McCurdy, left, Los Angeles Dutch Brand Salesman, visit with a pretty Dutch Maid who tended the tape display. The booth was set up at the Electrical Apparatus Service Assoc. Convention in San Francisco.



Julius M. Porusta, Foreman of the Press Unit at Nashua (N.H.) Industrial Insulations Plant, checks the consistency of thickness of Transite sheets. The sheets have been made on the recently rebuilt press behind "Julie". The rebuilt press permits higher production rates and increases the quality of the Transite sheets. Now Nashua is better equipped to take care of increasing sales. Improvements such as this contribute to increasing J-M's profits.

Left
Chillicothe (Ohio) Building Products Plant's Shipping and Receiving crew recently set a new plant record for the quantity of shipments and receivings handled. In one month they shipped 2,495,988 square feet of floor tiles and received 1,826 tons of raw materials and freight. From left in front row are Virgil Mault, Foreman, Bill Joslyn, and Francis Strausbaugh. In the back row are Joe Black, Paul Jordan, and Lowell Archer. Records such as these help J-M to quickly deliver products to customers, and the better the service the better the sales.

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J-MER's SON CHOSEN AS EXCHANGE STUDENT

Benjamin F. Aikens (left), Cement Dept., Waukegan (Ill.) Industrial Insulations Plant, is proud of son, Kenneth, who has been chosen as an Exchange Student and is now living in Stuttgart, Germany. Kenneth is living with a German family —Mr. and Mrs. Ferdinand Schlitt. Photo was taken shortly before Kenneth left for Germany. Mrs. Aikens is at right. Other J-M families in the Waukegan area are acting as hosts for exchange students from other countries.



TOLEDO GALS STAGE MOCK HORSE SHOW

Typewriters, calculators, or horses — it's all the same difference to the gals of Fiber Glass DHQ in Toledo, Ohio. They recently held an after work get-together at the home of Mrs. Kathleen Neff to display their talents in the horsewomanship line in a mock horse show. Sue Endicott rides high, and the other girls are, from left, Gail LeSage, Shirley Grove, Jeanne Nofziger, Mrs. Neff, and Louise Haube, who seems to be talking to the horse.



AVERY EMPLOYEES EARN ACCIDENT PREVENTION AWARD

The Asphalt Roofing Industry Bureau recently presented a safety award for "Outstanding Accident Prevention Performance" to employees of J-M's Avery (Ohio) Building Products Plant. Shown with the award from left are Edward Smith, 2nd Class Millwright; Richard Houser, Wood Chip Operator; Charles Breudigam, Industrial Relations Manager; Russell Smith, 1st Class Millwright; John Minge, Tour Boss; Paul Dziak, Plant Superintendent; and Paul Weilnau, Maintenance Crew Leader.



SAFETY CONSCIOUS EMPLOYEES EARN PRIZES AT MANVILLE

Winners in a safety contest at Manville (N.J.) Industrial Insulations Plant receive awards of savings bonds, safety shoes, and cigarette lighters. These employees located the greatest number of unsafe practices and conditions in two safety cartoons — one depicting work and the other home surroundings. From left are R. W. Honnig, Contest Chairman; George Mindos, 3rd prize tie; Dominic Vatalare, 1st prize; K. W. Slater, Plant Manager; Joe Yacone and Lonnie Reeves, tied for fifth; and John Cooper, 3rd prize tie. Not pictured is Steve Seigler, Jr., 2nd prize winner.

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Johns-Manville Earns National Advertising Awards



Studying the national awards received this year by Johns-Manville's Advertising Department are, from left, Jack McCarthy, Pipe Division Advertising Manager; Reg Johnson, J-M Director of Advertising; and Bob Knapp, Building Products Division Advertising Manager.

Johns-Manville Corporation was recently honored by the Saturday Review magazine for "Distinguished Advertising in the Public Interest".

J-M's ad campaign selected for the award was the "Priceless Water" series, designed by Cunningham and Walsh advertising agency in cooperation with our Advertising Department to point out the importance of an adequate water supply to communities.

Another national advertising award recently won by J-M was 1960's "Best Retail Traffic Building Premium Plan". It involved a 50-foot steel measuring tape premium offered to J-M lumber dealers and their customers.

Earlier this year J-M was awarded two "Certificates of Special Merit" for outstanding examples of printing displayed at the 19th Exhibition of Printing, held in New York City.

Selected for this honor were J-M booklets describing Fine Furniture Tops of J-M Colorlith and J-M Solid Vinyl floor tile. These booklets were created by our own Advertising Department.

NEW COUPLING PASSES TEST, KEEPS MANAGER'S COAT DRY

George Wahl recently demonstrated at a sales meeting that he fully believes in the quality of J-M's products. Like Sir Walter Raleigh, George used his coat in the demonstration. George is General Sales Manager, Distributor Sales Department, Pipe Division.

Particularly involved was the new J-M Ductite coupling, developed by the Manville (N.J.) Research Center to join lengths of J-M Transite air duct — used for in-slab heating systems.

Transite air duct is used for both industrial and home heating systems, and the Federal Housing Administration insists that the air duct coupling must be water tight to be acceptable for all types of installations.

To prove that our Ductite coupling is water tight, George placed his suit coat under two short sections of Transite air duct which had been joined by the Ductite coupling and then filled with water. Lower pipe was sealed shut on the bottom. George's coat remained dry.





Attending the sales meeting were George Wahl (center foreground without coat). Other men, clockwise from George, are William VanDerbeek, Dick Schiffman, Sandy Friend, Jerry Crumlish, Walt Huber, Bill West, Darryll Mahoney, Joe Andraske, Eric Christensen, Tom Roberts, Russ Candee, Dick Thomas, Dick Moseley, Bernie O'Connor, Joe Blevins, Porter Dix, Jack O'Donnell, and Nels Haney. It was at this meeting that George Wahl demonstrated that Ductite coupling is waterproof by putting his suit coat under a water-filled coupled container sealed at the bottom.

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J-Mers ACT IN "THE MIRACLE WORKER"



Key sequences of the film version of "The Miracle Worker" were made recently at railroad stations in Gladstone, N. J., (not far from Manville) and members of the Martinsville (N.J.) Community Players joined the cast for these sequences. From left are Mrs. Joan Barnett, wife of Irvin Barnett, Packings and Friction Materials Research; Mrs. Eliane Pelanne, wife of Charles Pelanne, Central Chemical and Physical Research Dept. at the Manville (N.J.) Research Center; Anne Bancroft who starred in the Broadway version and is also playing the lead in the movie; and Charles Pelanne and his daughter, Michele. The scenes in which the J-Mers participate show the departure of Annie Sullivan (Anne Bancroft), Helen Keller's nurse and teacher from Boston and her arrival in Tuscumbia, Ala. The film depicts the early life of Helen Keller. *Photo by W. V. Pierce.*



"Sing Along With J-M"

Members of this "professional" barbershop quartet are from left George Wahl, J-M's General Sales Manager, Distributor Sales Department, Pipe Division; Mrs. America for 1961, Mrs. Rosemary Murphy; Porter Dix, Manager for House Pipes and Conduits, Distributor Sales Dept.; Jack Wiltse, Pipe Division Manager of Sales Service Section; and Russ Candee, Product Manager, House Pipes, Distributor Sales Dept. The group performed for a reception at a recent convention of the National Association of Plumbing Contractors in Detroit, Mich. Theme of the reception was, "Sing Along with J-M". (Let's sing a song of pipe sales!)

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