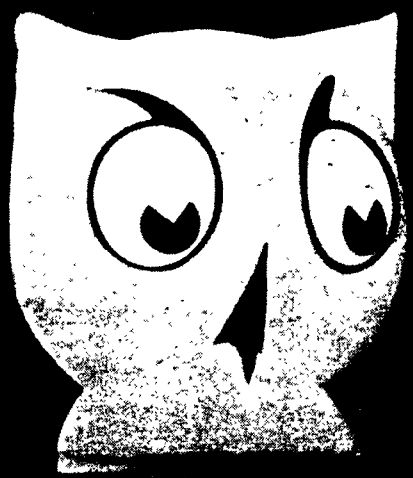
JM JOHNS · MANVILLE

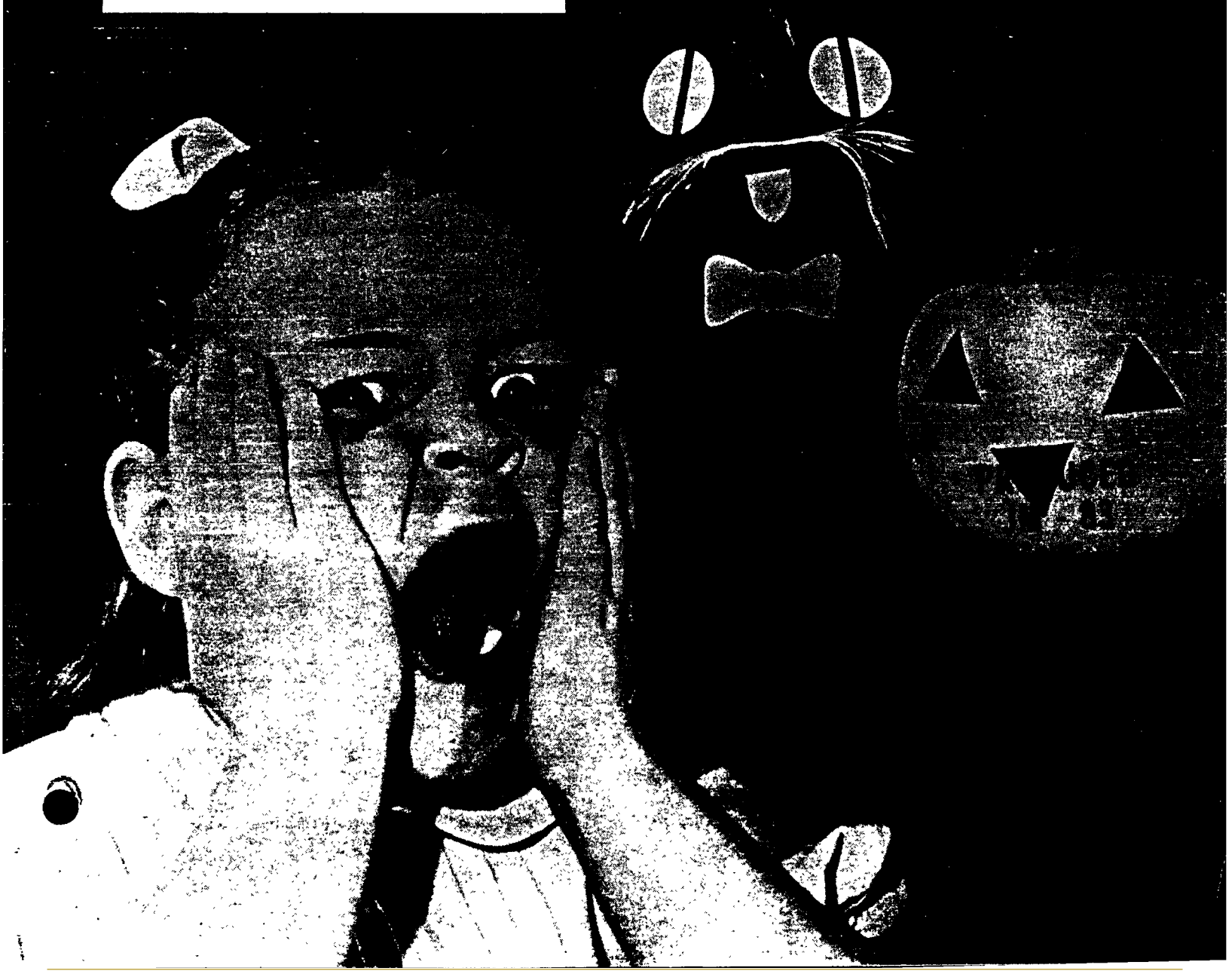
News PICTORIAL

OCTOBER · NOVEMBER 1962

Introducing Your Correspondents
page 3

Training a Professional Sales Force
pages 6 & 7





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How Do You Score As A Citizen?

How responsible an American citizen have you been this election year? For every "yes" answer you can write in the boxes supplied give yourself the points indicated.

☐ Have you registered to vote and are you voting? (40 points)

☐ Have you persuaded relatives and others to get out and vote? (15 points)

☐ Have you told local, state, or federal representatives how you feel about the issues? (15 points)

☐ Have you worked for or financially supported your political party? (15 points)

☐ Have you worked with local groups in support of your candidates? (15 points)

How do you score? 40 points is Fair; 55, Good; 70, Very Good; 85, Excellent; and 100, Superior.







ON OUR COVER: This little girl wants to remind us that October is the month that goes out on the brooms of Halloween witches. Surrounding her are Fiber Glass goblins manufactured by Feng, Inc., of Auburn, Ind., from J-M Fiber Glass. The colorful heads of clowns, black cats and pumpkins are generally used for display purposes. Our cover girl lives with many other homeless children in Divine Providence Temporary Shelter, a small building on East 45th St. in the midst of a busy section of New York City. Passers-by do not notice this doorway, but two J-Mers, Frances Fitzgerald, Secretary, and Catherine Montgomery, Technical Assistant, both in Building Products DHQ, visit it every week as volunteer workers. In above left photo, Frances, left, and Catherine, take a look at other photos taken at the Shelter by Ed Morrison, of Advertising and Public Relations Dept's. Motion Picture Section. In right photo Frances supervises three of the children in a Shelter dormitory. Art White, a Product Manager, Ind. Ins., (small photo) secured the Fiber Glass products from the manufacturer, Feng, Inc.

Announcements

RETIRING—OCT. 1

NORMAN BULLOCK, Atlanta
GRADY C. COOK, Houston Plant
J. ALBERT HAMEL, Asbestos Plant
ANDREW R. HOWARD, Pittsburg Plant
EDWARD M. JENKINS, Research Center
GIUSEPPI VIECELI, Joliet

QCC INDUCTIONS

NEW ORLEANS CHAPTER, Oct. 2, dinner, Delmonico's Restaurant.
MILTON W. KIRKPATRICK

NASHUA CHAPTER, Oct. 18, dinner, McNulty & Foley Restaurant.
EARL E. BROWN
LUCIEN J. FORCIER
EDGAR A. GERVAIS
PAUL K. HERBERT
JAMES J. KIRKORIAN
RAYMOND I. LEDOUX
LEO D. ROY
ANTHONY C. WILKAITES
FRANK A. WYRWICZ

CLEVELAND-AVERY CHAPTER, Oct. 11, dinner, Coach House, Strongsville, Ohio.
CLYDE L. KUEHNE
JOHN OBUCH
PAUL WEILNAU

ST. LOUIS CHAPTER, Oct. 18, dinner, Park Plaza Hotel.
CHARLES B. HANN
HENRY G. PALMER
DELBERT M. WALKER

SEATTLE NORTHWEST CHAPTER, Oct. 19, dinner, Swedish Club.
WILLIAM B. MADDOCK
DONALD McCARGAR
WAYNE E. OWEN

CLEVELAND OFFICE CHAPTER, Oct. 25, dinner, Cleveland Engineering Society.
JOHN R. FREAL
ARTHUR G. REINKER
BERTHA E. WILDER

SAN FRANCISCO CHAPTER, Oct. 26, dinner, Roberts-on-the-Beach.
MARGARET L. MINASIAN
CHARLES W. WEITZEL

TORONTO PLANT CHAPTER, Oct. 26, dinner, Rouge Valley Inn, Scarborough, Ontario.
TOM S. BEER

CHICAGO CHAPTER, Nov. 8, dinner, Blackstone Hotel.
JOHN W. CREMENS
ALVIN V. MITCHELL
PURCELL R. PULVER

IN MEMORIAM

JOSEPH A. LACERTE
Asbestos, Aug. 3
FRANK B. COLTON
Manville, Aug. 4
PETER HARTMANN
Waukegan, Aug. 4
THOMAS W. FLETCHER
Los Angeles Plant, Aug. 6
LAROY C. WARD
Milwaukee, Aug. 7

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Herbert Morton Ball
Secretary

James M. Shackelford
Treasurer

Joseph Leggett Barrington
Publications Editor

Gerald D. Murray
Associate Editor

Charles W. Zendler
Art Director

Gladys Lundgren
Art Editor

Correspondents:

ALEXANDRIA, Chris Cleaver; ANTONITO, M. B. Mickelsen; *ASBESTOS, A. A. Poisson; AVERY & CLEVELAND, Josephine Gompf; *CHILLICOTHE, R. A. Anderson; COALINGA, C. D. Borror; *CORONA, Jim Rust; *DEFIANCE, Bob Owens; DENISON, M. S. Burton; DUTCH BRAND, W. R. Clayton; FORT WORTH, Ella Hassinger; FRANKLIN, Helen Rose; G.P.E., Harry Ruh; HOUSTON, Mrs. J. Schneringer; INTERNATIONAL, John Miller; JARRATT, Steve Purdy; JOLIET, John Magee; *LOMPOC, Bill Lohuis; LONG BEACH, Bert Gilbertson; LOS ANGELES, Betty Rodgers; MADISON, Doris M. Robinson; MANVILLE, Neal Ranauro; MARRERO, E. J. Schexnayder; MUNRO MINE, Gunnar Kallunki; *NASHUA & BILLERICA, Ed Gervais; NATCHEZ, Tom Reed; *NEW BRUNSWICK, Bill Gebhardt; NORTH BAY, J. M. Pringle; *PARKERSBURG, Homer Frame; PITTSBURG (Calif.), T. E. Billingsley; *RESCH. CENTER, Ruth Keusseff and Barbara Bauer; RICHMOND, G. S. Clackum; SAVANNAH, D. Ray Gaskin; STOCKTON, Paul Longacre; TILTON, George Werner; TORONTO, C. A. Granger; *WATERVILLE, Kenn Horn; WATERVILLE (Tech. Center), Wayne Stout; WAUKEGAN, Boyd Mulder; ZELIENOPLE, R. G. Frederick.

Sales Offices

ATLANTA, Matt Hitlin; BOSTON, Sally Rihbany; CHICAGO, George Thinnes; CINCINNATI, G. H. Leder; CLEVELAND, Elaine Rybak; DENVER, Carole Ann Gilbert; DETROIT, Joan Radtke; *HOUSTON, J. A. Landry; LOS ANGELES, Beverly Wright; *MILWAUKEE, Gordon Pader; MINNEAPOLIS, G. E. Cary; MONTREAL, Grant Guthrie; NEW ORLEANS, Mrs. Cecil Kraft; PHILADELPHIA, R. E. Lynch; PITTSBURGH, Carol Kemmler; *ST. LOUIS, C. Keith Ray; SEATTLE, Mrs. Emma Kildall; SAN FRANCISCO, Emma Lee; TORONTO, Tom Patterson; TOLEDO, R. E. Damm; VANCOUVER, L. A. Duncan; WINNIPEG, K. P. Little; WASHINGTON, W. C. Winblad.

*Contributors to this issue.

Contributing Photographers:

Cover—Ed Morrison, New York. Page 2—G. D. Murray, New York. Pages 4 & 5—Gordon Pader, Milwaukee; J. J. Martine, St. Louis; R. C. McKay, Nashua; Ed Burke, Lompoc; John Dippery Studio, Waterville; Bel-Air Photographers, Houston. Pages 6 & 7—Ed Iskra and Don Bates, Research Center; G. D. Murray, New York. Pages 8 & 9—Will Gainfort Studio, New Brunswick; Harry Barnett, Parkersburg; Ed Iskra, Research Center; Lillian Snyder and G. D. Murray, New York. Pages 12 & 13—Robert West, Chillicothe Gazette; Defiance Crescent-News Photo; Harry Barnett, Parkersburg; J. L. Frechette Studio, Asbestos. Page 14—Will Gainfort Studio, New Brunswick; Corona Daily Independent Photo; Manville News Photo. Page 16—Ed Burke, Lompoc.

These People Are the Eyes and Ears of Your Job

Listed on the left are the NEWS-PICTORIAL correspondents with asterisks indicating those who contributed to this issue.

These people are important to your job because they handle the news that affects your job. And what affects your job determines how well you eat, dress, and even how restfully you sleep. It has a big bearing on your family's welfare.

That's why it is so important that these people be given the news so that you and others who are contributing to a better Johns-Manville will be recognized. Part of their duty is to tell what person in your plant or office has made an important suggestion . . . what people or group of people have eliminated or reduced waste of time, motion or materials. It is up to them to tell who improved communications or expedited an order and who found a safer way to do a task. When you have knowledge of such events and such people, you can do a better job for yourself and for J-M.

Your correspondent has another important function . . . to learn what you want to see discussed in NEWS-PICTORIAL because NEWS-PICTORIAL can function well only by serving you with the news and explanations of company policy that you need to know.

NEWS-PICTORIAL Correspondents are the reporters who cite the girls who are doing a good day-by-day job of smoothing the way for executives. So when you see a girl "behind a J-M man" point her out to your correspondent and tell him to see that the picture does her justice.

Though we may not always realize it, good community relations depend upon civic cooperation and a harmonious working atmosphere. That is why it is your correspondent's duty to publicize those who endeavor to upgrade their community by participating in local affairs.

You expect your correspondent to tell of the company entertainments and shows and have photographers picture them but we cannot publish every event.

Tireless though they be, correspondents cannot be everywhere. They need your help in giving them good tips . . . in telling where the stories are . . . and in asking about the stories you want to see in NEWS-PICTORIAL. If you do your part, your correspondent will do his. Remember, if news is worth talking about or worrying about, it is very likely worth writing about. So pass the worthwhile word to your correspondent.

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UNUSUAL USES FOR J-M PRODUCTS



Transite Duct forms flower bed. Mrs. Vera Martine and children Mary Ann and Johnny pose for J. J. Martine, St. Louis (Mo.) District Pipe Salesman, in front of Transite Air Duct "J. J." used to make a lamp post flower bed. "J. J." used 36-inch Air Duct set about eight inches in the ground. He and Vera have planted evergreens in the bed for wintertime, and filled it with flowers for the summer. One coat of white paint made it a lasting lawn decoration.



Molds cartop trunk of J-M Fiber Glass. Gordon J. Pader, Chief Sales Clerk in the Milwaukee District Office, needed more luggage carrying space than was available in his car trunk for a camping vacation. His solution was to make this outsize "suitcase" of J-M Fiber Glass Mat and Cloth. Dick Tuell, District Engineer, Building Products, helped mold it. The suitcase contains about 21 cubic feet and holds all camping gear plus a few smaller suitcases. The mold was made using the wood for the sides and linoleum for the bottom. Mat and Fiber Glass Cloth were laid-up with resin plus a catalyst. On the top section, an extra lip was made to fit over the bottom section so that the two pieces fit together like a roaster and make the suitcase waterproof. Gordon's children David and Barbara, sitting on the suitcase, show it to be structurally strong. Other J-Mers have also used the suitcase for their trips.

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Waterville Employees Earn Safety Award

Left — Men and women of Waterville (Ohio) Fiber Glass Plant have earned a Production Safety Award by working more than a quarter of a million manhours without a disabling injury. The award was presented by John M. Keenan (left center), Glass Textiles Operations Manager. Accepting the award on behalf of employees is Darwin Longstreet, who is at right center. Others in the photo are from left Lucille LaBanc, Alberta Kendall, Sue Moore, Helen Tenney, Catherine Wulff, Bruce Gruber, Phyllis Guernsey, Frank Walbolt, Ruth Krupp, Donald Sherburne, Dora Lee Fair, Gorman Long, Clara Mozena, Susan Head, Donald Vaughn, Margaret DeWitt, Ronald Sabin, and Gerald Walbolt.

"Operation Safety Shoes" Held at Nashua

Center left — To stress the importance of wearing safety shoes, Nashua, N. H., Industrial Insulations Plant conducted "Operation Safety Shoes". Ten door prizes were among the inducements offered to bring all employees to visit a shoe store set up in the recreation room. A shoe counselor answered questions and helped with fittings. From left are James L. Perry, Agenor Belcourt, Camille J. Pellerin and Van Litalian.



Lompoc Men Develop Water Cleaning Device

Lower left — Dust and other debris on asphalt and concrete paved areas at the Lompoc (Calif.) Celite Plant stubbornly resisted vacuum attachments. The situation came to the attention of Mel Enke (left), Powder Mills Supervisor, who proposed the device seen here. It was designed and built with the assistance of John Ogden, Plumber Leaderman and other Maintenance Section employees. Operating the device is Clark Norman, Powder Mills High Level Cleaning Operator. Attached to a 5/8″ garden hose, it sprays a 5-ft. area.



Dick Stapleton Deputizes Burt Jobe

Below — J. B. Jobe, center, Industrial Insulations Division General Manager, was made an honorary member of Junior Deputy Posse at Houston, Tex., while there for a District Managers' Conference. Dick Stapleton, Houston District Manager and also an honorary member, attaches the badge. M. W. Burleson, General Distributor Sales Manager, looks on. The posse is an association of youngsters and leaders.

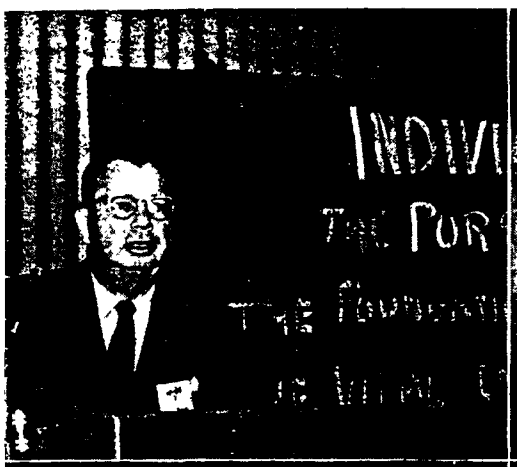


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TRAINING A PROFESSIONAL









(Top left) J. Kiehner Johnson, General Sales Manager for Equipment Products Department was one of the many Johns-Manville speakers. In part of his talk, he explained the sales responsibility of the Equipment Department Salesmen and their function in selling to various customers in industry. Kiehner, an outstanding salesman and sales manager, inspired his listeners.

(Top right) Product Managers explained their products and helped conduct workshops. From left, L. C. Towle, Jr., Providence, R. I.; Lou Gibbs, Detroit; and Dale M. Muchler, Pittsburgh, Pa.; build a furnace from insulating fire brick and special shapes. In background is Charlie Ernst, DHQ Chief Engineer who, with Staff Engineer Wally Acher, supervised a week of workshops.

(Bottom left) Student Salesmen participated in practice sales presentations. Ace Anderson, right at table, demonstrates to other members of his group how he would go about making a sale. Bud Crandall, Jr., of Atlanta, acts as customer. Evaluating Ace's performance in foreground are, from left, Marty Doherty, of New York District; Art Flach, of Philadelphia District; and Larry Barrett, of Chicago District.

(Bottom right) Manville Plant Manager Keith Slater and staff guided students on a tour. Here Bob Hoagland, 3rd from right, answers questions from J-M International distributors. From left are Philippe Lambert and Robert Houben of Prothermac, Belgium; Werner Hahn of Oscar Gossler, Germany; Bob Hoagland; Bill Yau of International DHQ; and Hideo Mineo of Tokyo Kogyo Boyeki Shokai, Japan.

FOR three weeks in September a group of men from our Johns-Manville Sales Force became students again. About 40 J-M Division and General Headquarters men met with them as their instructors. The school was the Industrial Insulations Sales Training School held at the Research Center near Manville, New Jersey.

Nineteen men from Industrial Insulations territories throughout the nation attended . . . men like Art Flach of Philadelphia District Office, a District Engineer who works closely with J-M Salesmen and who often makes calls on customers himself; Tom Buche of DHQ New York, a Salesman-in-Training who joined J-M only three months ago; and Ace Anderson of Los Angeles District Office, a salesman for about nine years, but J-M Salesman for only a year.

These men were joined by three International Division J-Mers and eight representatives from J-M overseas distributors, who are involved with selling or engineering of Industrial Insulations product. Two Asbestos Fibre Division J-Mers, involved with Industrial Insulations products which use asbestos fiber, also attended.

Directed by M. Ward Burleson, General Sales Manager, Terry Bassett, Industrial Insulations Market Analyst, co-ordinated the Division's plans for the school with the help of John MacKay, Manager for Sales Training in Industrial Relations Dept. The school was organized to give the salesmen complete knowledge of salesmanship including how to make a sale as well as how to service it after it has been made.

The faculty members and guest lecturers assembled at the Research

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(Left) Industrial Relations' John MacKay and Don L. Hinmon, Senior Operating Vice President for Industrial Divisions, in Research auditorium listen to a lecture. Don Hinmon spent a day observing the school before speaking on "Individual Enterprise and the Pursuit of Ideas".

SALES FORCE

Center were Johns-Manville managers intent on briefing the students on company history and structure, marketing, research, finance, advertising, product development and other phases of the J-M organization.

Dr. Stanley Mullin, associate professor of Marketing at New York's Pace College, spent time with the group emphasizing the values of professionalizing the job of being a salesman, and instructing in sales skills and techniques, which the students could use.

Dr. Mullin presented the universal key to making sales; AIDA. These initials stand for attracting the customers Attention, arousing his Interest, creating his Desire for the product, then motivating him to the Action of purchasing the product.

At the close of the school about 14 men left for tours of Zelienople, Pa., Plant and Defiance, Ohio, Fiber Glass Plant.

John MacKay returned to his New York office to evaluate the school and to study new ideas that might make future schools even more effective.

Each student has returned by now to his job with a certificate presented personally at a graduation dinner by J. B. Jobe, Division General Manager, which states that he has successfully completed the course.

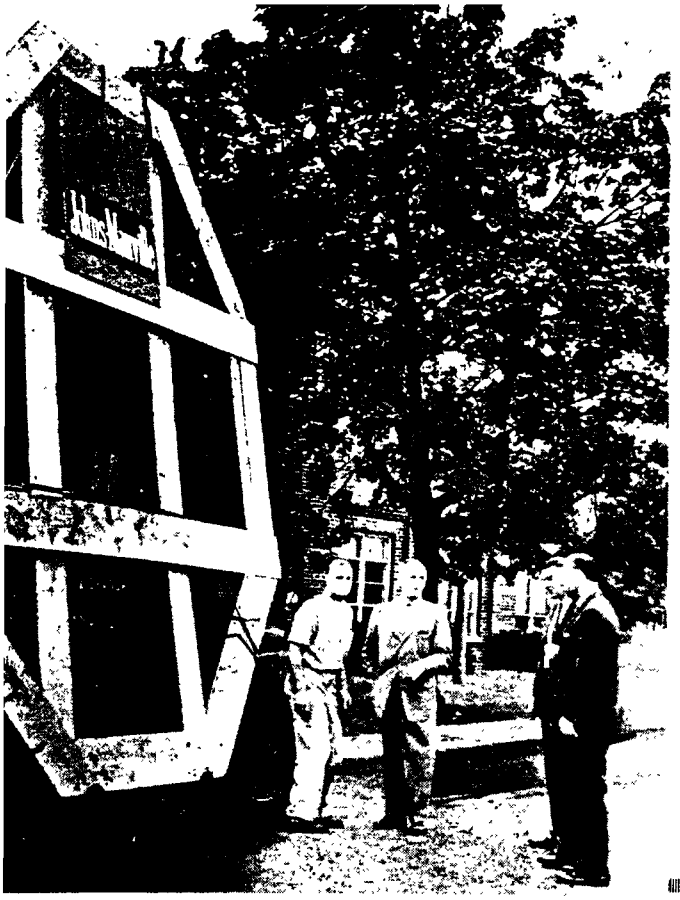
This certificate also signifies that he has been exposed to the knowledge and experience of key men in Johns-Manville . . . men that have given him a big boost on his road to becoming a professional Salesman for Johns-Manville.

Harry Buchman, left, and Charlie Hamlett, right, Manville Plant Press Operators, trim a piece of refractory felt. Watching are Frank Ducharme, left, and Don Bates, right, both of A.F.D., and Rod Horton, center, of New York.



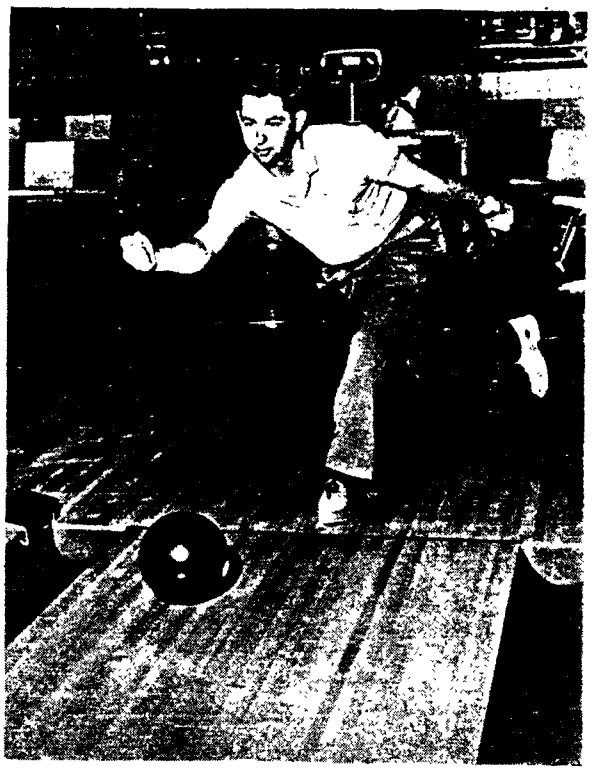
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HUGE GASKET PARADED THROUGH NEW BRUNSWICK

Because the gasket shown above was over 16 feet when crated, New Brunswick, N. J., Plant needed police protection to get it to the railroad 1½ miles away. Two cars from North Brunswick, two from New Brunswick, both police chiefs and both police commissioners joined the J-M truck. From left are Mike Bernath, Herman Hagenbeck, Bill Gebhardt, and F. Cantore (not a J-Mer.)



A J-MER YOU SHOULD KNOW

Parkersburg, W. Va., J-Mer Bob Beranek entered the annual American Bowling Congress Tournament at Des Moines, Ia., this year and came home $427 richer. Bob, who is an Industrial Engineer at the Fiber Glass Plant, placed tenth in competition with 20,000 other non-professional participants. He was 191st for all events, and he and his partner placed 480th in doubles bowling. Bob rolled a 707 singles series and 554 in doubles.



RAILROAD SKETCH HELPS EXPLAIN SELLING TECHNIQUES

"Stop!" says conductor R. K. Martin of Industrial Insulations New York District Sales Office. As the professional model "stopped", she presented the name of the next speaker at the presentation held at Research Center. Speakers on platform are, from left, Lou Sorrentino, Steve Kachmar, George Crooks, R. C. Dickinson and Joseph Korman, all N. Y. District personnel. Manville Plant, and Research J-Mers, along with J-M customers, watched the skit. In this 1890's setting the salesmen explained their responsibilities to customers.

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ALASKAN SHOW OPENS J-M CAMERA CLUB SEASON

Lillian Snyder took New York J-M Camera Club members on a color slide tour of Alaska early this month in the opening program of the 1962-63 season. Lillian, a Secretary in the Advertising and Public Relations Dept., toured the 49th state during a vacation she took in June of this year.

During the season Camera Club members will compete in five color slide contests and five black and white print contests. Professional photographers will conduct workshops for the members. One workshop, on darkroom techniques, will be conducted by J-Mer Bill Karter. Members also plan a field trip to the Catskill Mountains

The J-M Camera Club is affiliated with Business Camera Clubs of New York City.



Lillian Snyder, second from left, shows Camera Club officers some of her Alaskan slides prior to the meeting. Officers are Winnie Hesselman, left, Secretary; Ann Ruddy, center, President; Cynthia Kalin, second from right, Vice President; and Gerald D. "Jerry" Murray, right, Treasurer, all of GHQ.

Lillian, first passenger in parka, is ready for a ride with fellow tourists on a dog sled over frozen Arctic Ocean. At this point Lillian was at Barrow, the farthest north village in Alaska.



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NEWLY-ELECTED VICE-PRESIDENTS



J. KIEHNER JOHNSON

J. Kiehner Johnson was promoted to General Sales Manager, Equipment Products Department, Industrial Insulations Division and elected a Vice President of Johns-Manville Sales Corporation. As a result of his outstanding record as a salesman and as a sales manager, he was chosen to succeed Ed Flavin, who has just retired. Kiehner graduated from the U. of Michigan.



M. F. MAC DONALD

M. F. MacDonald, Principal Assistant to the General Manager, Building Products Division, has been elected a Vice President of the Johns-Manville Sales Corporation. A veteran of World War II with the rank of Lt. Colonel in the Air Corps, he has served exceptionally well as a salesman and has successfully handled various managerial responsibilities in the field and at headquarters.

NOW SALES MANAGER, J-M INTERNATIONAL



WOLF E. LEHMANN

Wolf E. Lehmann, a Vice President of the International Division, was appointed its Sales Manager. Retaining his duties as Director of European Operations, Wolf Lehmann will also have charge of the Division's Celite, Building Materials and Pipe, Friction Materials and Insulations Departments. Wolf is the holder of a Doctor's degree in Economics and an M.A. in International Law.

NEW DIRECTOR, FAR EASTERN OPERATIONS



BJARNE ASPER

The intensive development of Johns-Manville operations in the Orient is presaged by the appointment of Bjarne Asper, a Vice President, to be the Director of Far Eastern Operations of the International Division. The former Manager of Marketing is exceptionally well qualified for this important responsibility, having made great contributions to J-M International since joining it in 1934.

Recent J-M Assignments

GENERAL HEADQUARTERS

Administrative Services



ROBERT F. SMITH to Manager, Office Analysis Section from Supervisor, Standards Section, Standards Engineering Department

Office of Vice President for Finance



JACK R. KINGERY to Analyst, Planning and Analysis Section from Senior Technician, Dutch Brand, Chicago Controller's Office.

Controller's Office Building Products



ARTHUR R. MAGRI to Senior Analyst from Analyst

Packings & Friction Materials



JOHN J. MAHONEY to Analyst from Senior Technician

Office of Vice President for Research, Development and Engineering

Manville Research Building Materials Dept. Wood Fiber Products Research Section



GILBERT GODIN to Chief from Senior Research Technician

Denison Plant



R. J. McLANE to Finance Manager from Analyst Pipe D. H. Q.

Stockton Plant



HERMAN F. DANIELS to Finance Manager from Cost Accountant

Treasurer's Office



R. M. "DICK" DAVIS, JR., to General Credit Manager and Assistant Treasurer, Johns-Manville Corporation from Credit Manager, Chicago Office.

Chicago Office



A. V. MITCHELL to Manager from General Credit Mgr., G. H. Q.

CELITE DIVISION

Headquarters



F. T. YANNET to Staff Engineer, Concrete Specialties Department from Salesman, Los Angeles District.

Lompoc Plant



EDWARD P. McDONALD to Foreman-Controlman from Inventory and Order Clerk.

FLOORING DIVISION

Headquarters



FREDERICK H. NUHN to Sales Engineer from Senior Technician, Office Methods, G. H. Q.

Manville Plant



GEORGE C. DAVIS to Floor Tile Superintendent from Senior Methods Engineer, D. H. Q.

INDUSTRIAL INSULATIONS DIVISION N. Y. District



R. D. "BOB" DICKENSON to District Engineer from Salesman.

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BUILDING PRODUCTS DIVISION

Headquarters



R. H. CUJE to Manager of Acoustics from Assistant to General Sales Manager



GORDON FISHER to Product Manager, Fesco Board and Roofinsul, from Colonel U. S. Army.



U. D. TORRANCE to Division Assistant Production Manager from Manager, New Business Dept., St. Louis.

New York District



FRANK L. WARDLEY to Assistant District Manager from Product Manager, Fesco Board and Roofinsul.

Philadelphia District



E. T. TISDALL to Assistant District Manager from Manager, Albany, N. Y. office.

Alexandria Plant



R. L. "DICK" LEWIS to Assistant Plant Manager from Senior Methods Engineer, Division Headquarters.

Manville Plant



JOSEPH ORECHOVSKY to Maintenance Superintendent from Maintenance Foreman.



CHARLES W. KAISER to Senior Methods Engineer from Industrial Engineering Section Leader.

Rockdale Plant



E. J. WARRICK to Production Scheduler for Mineral Wool Board from Superintendent of Planning and Scheduling, Klamath Falls Plant.

Savannah Plant



THOMAS F. GUTMAN to Roofing Department Foreman from Machine Tender.

PIPE DIVISION

Headquarters



JOHN D. MAC DONALD to Quality Control Engineer, located at Manville Plant, from Designer "B".



C. G. BRYANT to Quality Control Manager on one-year step-up training basis from Quality Control Eng.



F. H. HARDENSTEIN, JR. to Quality Control Engineer on one-year step-up training basis from Quality Control Supervisor, Manville.

Manville Plant



F. T. PETERSON to Assistant Pipe Plant Manager on one-year step-up training basis from Quality Control Manager, D. H. Q.



PAUL LARIVEE to Quality Control Supervisor on one-year step-up training basis from Industrial Engineer.

Stockton Plant



VERN H. HAAS to Industrial Engineer from Chief Production Checker.

CANADIAN DIVISION

Toronto District



KEITH A. COWAN to District Engineer, Industrial Products, from Senior Salesman, Canadian Products.



JOSEPH E. McGILL to Salesman, Special Products, from Staff Manager.

Winnipeg District



L. A. "ART" DUNCAN to Office Manager from Staff Manager, Vancouver Office.

North Bay Plant



DONALD G. PARSONS to Woodlands Manager from Forester and Wood Procurement Supervisor.



WILLIAM R. LONG to Superintendent of Board Manufacturing from Shift Foreman.



ERNEST R. GAGNON promoted to Shift Foreman from Forming Machine Tender.



ROBERT D. SCOTT to Work Estimator Planner from Millwright Leader.

INTERNATIONAL DIVISION

Headquarters



T. A. FEUSS to Manager, Celite and Concrete Specialties, from Staff Engineer, same department.



JOHN L. FISCHER to Assistant to Sales Manager from Sales Engineer, Building Products and Pipe.



CARLOS MONTOTO to Construction Engineer from Acting Sales Manager, Johns-Manville Mexicana.



GORDON READ to Manager, Industrial Insulations Department from Manager, Industrial Products Sales Department, London.

EUROPE

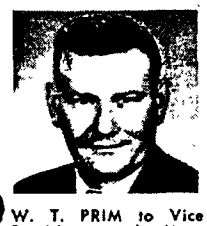


ANTOINE L. CINI to Resident General Manager, Europe from Group Manager, Southern Europe.



HARRY E. WOOD to Resident Representative, Gothenburg, Sweden, from Celite salesman, London.

LATIN AMERICA



W. T. PRIM to Vice President and Manager, Johns - Manville de Puerto Rico, Inc. from Resident Rep.



PETER C. WEAVER to Resident Technical Representative, Panama City from Sales and Engineering Trainee.

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Chillicothe J-Mers Find Prehistoric Flint Tools

Three Chillicothe (Ohio) J-Mers have discovered a prehistoric Indian cache of flint tools and materials approximately five miles southeast of J-M's Flooring Plant.

Archaeologists say it may prove to be one of the most interesting "finds" in recent years. The cache contained a total of 237 flint items, believed to be about 2,000 years old.

J-Mers who found the cache are Harley Imler, Maintenance Man "A"; Wesley Neighborgall, Maintenance Foreman; and Charles Young, Maintenance Clerk.

Exact Location Undisclosed

The men have done a lot of hunting together. After their flint find, however, they have become engrossed with hunting relics instead of game. They have not disclosed the exact location of the cache, except to archaeologists, because they want to continue digging and investigating unhindered by curious onlookers and souvenir seekers.

The discovery was made when Wesley found pieces of flint in a freshly plowed field. Since he is interested in Indian lore he returned to the site with Harley and Charles.

A Broken Golf Club

They had only a broken golf club as a digging tool because they hardly expected to find more than isolated arrow heads.

In addition to arrow heads, they found an axe head, a hoe, and other tools, such as scrapers and drills. The area apparently was the site of an Indian village.

Archaeologists believe that the pit could represent a burial or ceremonial site, but further excavations are necessary before this can be determined.



Chillicothe (Ohio) Flooring Plant J-Mers who discovered a prehistoric Indian cache of flint tools are, from left, Harley Imler, Wesley Neighborgall, and Charles Young. Some of the tools may be 2,000 years old.

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PARKERSBURG IMPRESSES FIRE "BUFFS"

Vienna (W. Va.) firemen toured J-M's Parkersburg Plant to see layout and fire fighting facilities. In front from left are Henry Chaney, Ernie Riggs, Harold Clegg, James Thorn, Don Wilcoxen, and Beresford Wixey. In second row are Jim Chute, Ray Parrish, Neil Rader, Eugene Chancellor, and Bernard Clegg. In back are Fred Myers, Stan Holley, Dye Bennett, Jim Myers, and Bill Miller.

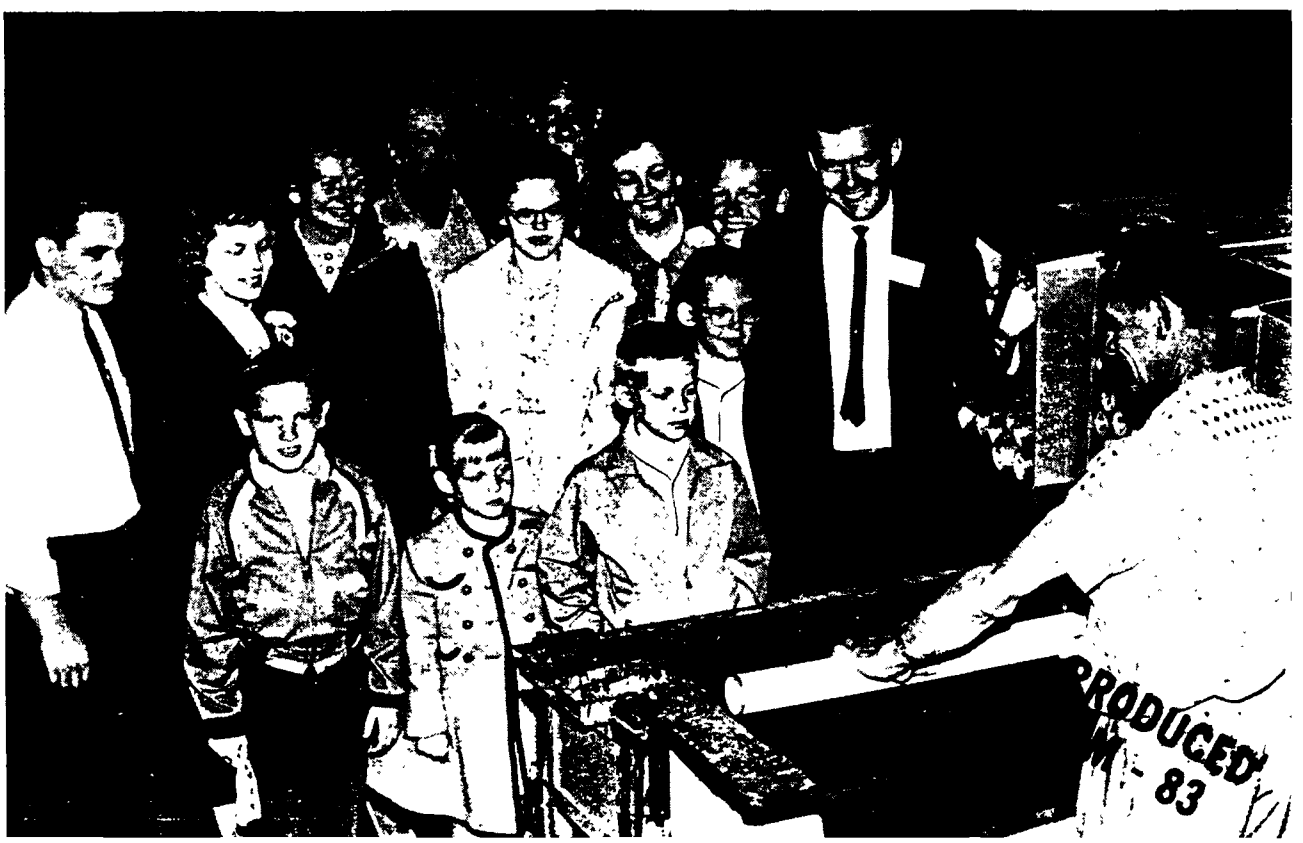


SHINGLE WRAPPER SAVES $33,000

Elwin Perkins, Roofing Dept. Foreman, checks operations of a recently installed automatic shingle wrapping machine at Asbestos (Que.) Canadian Products Plant. New machine annually saves $33,000, and the packages are better looking than formerly. As shingles travel along conveyors, the wraps are formed, glued, sealed, dated and coded, and then passed down to take-off and loaded onto pallets.

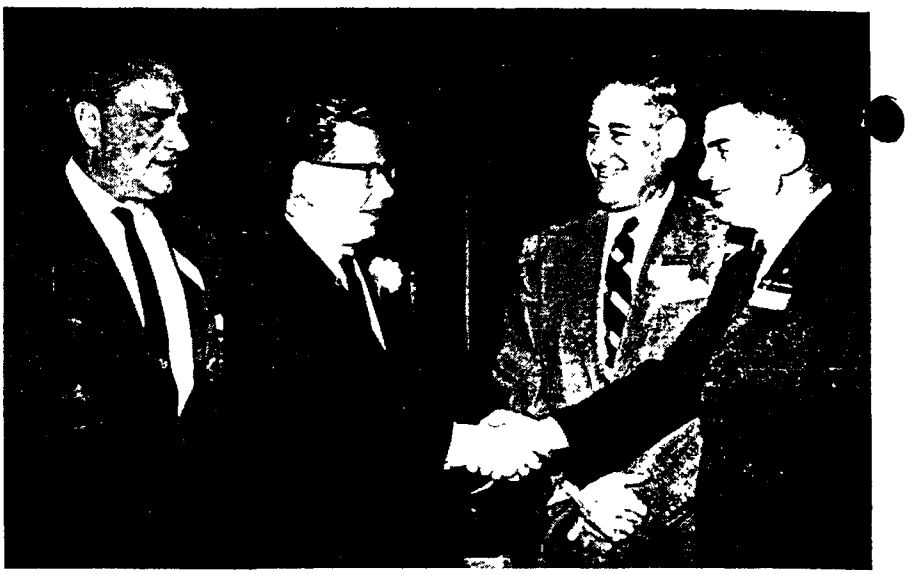
DEFIANCE PLANTS' FIRST "J-M FAMILY DAY"

Approximately 1,200 J-Mers and members of their families recently toured the Defiance (Ohio) Fiber Glass Plants in the first such "Family Day" ever held at Defiance. Carl Wagner, right, demonstrates method of applying jacketing material to fiber glass pipe insulation. At left is William Hodge. Clockwise from William are Mrs. Hodge, Mrs. Orville Babcock, Vaughn Bakle, Walter Bakle, Posey Sullivan, John Bakle, James Carter, Carolyn Babcock, Larry Bakle, Ellen, Thomas, and Ronald Babcock.



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J-Mers in Community Affairs



Bill Gebhardt (right), Industrial Relations Manager of the New Brunswick (N. J.) Packings and Friction Materials Plant, accepts the congratulations of New Jersey Governor Richard J. Hughes for the region's excellent showing of Boy Scout activity. Bill is Vice President of the Middlesex Council. Among other scouting activities he directs the Annual Eagle Scout Recognition Day and serves as Chairman of the Annual Board Meeting of the Council. Men in the photo are, from left, Joseph A. Brunton, Chief Scout Executive, National Headquarters; Governor Hughes; Irving J. Feist, Chairman of Scout Region No. 2; and Bill Gebhardt.



Bill Landry (seated in center), Manager of the Corona Fiber Glass Plant, serves his community as an Assistant Chairman of the local Advisory Committee for Civil Defense. This group plans activities designed to protect citizens in case of natural disaster or nuclear war. The other people in the photograph are not J-Mers. A World War II veteran, Bill holds the permanent rank of Lieut. (S. G.) Engineering Officer in the U. S. Naval Reserve.



George Erdek (left), accepts congratulations after being presented with Distinguished Service Award by Manville, N. J., Chamber of Commerce. George was honored for his work with the Mustang Boosters, a group organized to support Manville high school activities and athletic events. George is Sr. Laboratory Assistant in the Building Products Dept. at the Research and Engineering Center. His activities for the boosters include taking movies of football, basketball and wrestling events so the players could study their strong and weak points.

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What's for Sale?
ACOUSTICAL PRODUCTS

12th of a series

Johns-Manville can boast that it is the only manufacturer of acoustical materials that supplies all its own raw materials for their production. J-M's wide variety of acoustical ceiling tile and panels are made from our own fiber glass, asbestos cement, mineral wool fiber, perlite and wood fiber.

We are most likely to find our tile used in shopping centers, schools and office buildings. Spanglas, a fiber glass panel with a "pebbled" surface, is particularly suited for use in stores, super-markets, bowling alleys and restaurants.

Spintone and Firedike, mineral wool fiber tiles and panels are particularly adaptable to use in schools and office buildings. Both absorb sound through drilled or pierced holes and fissures.

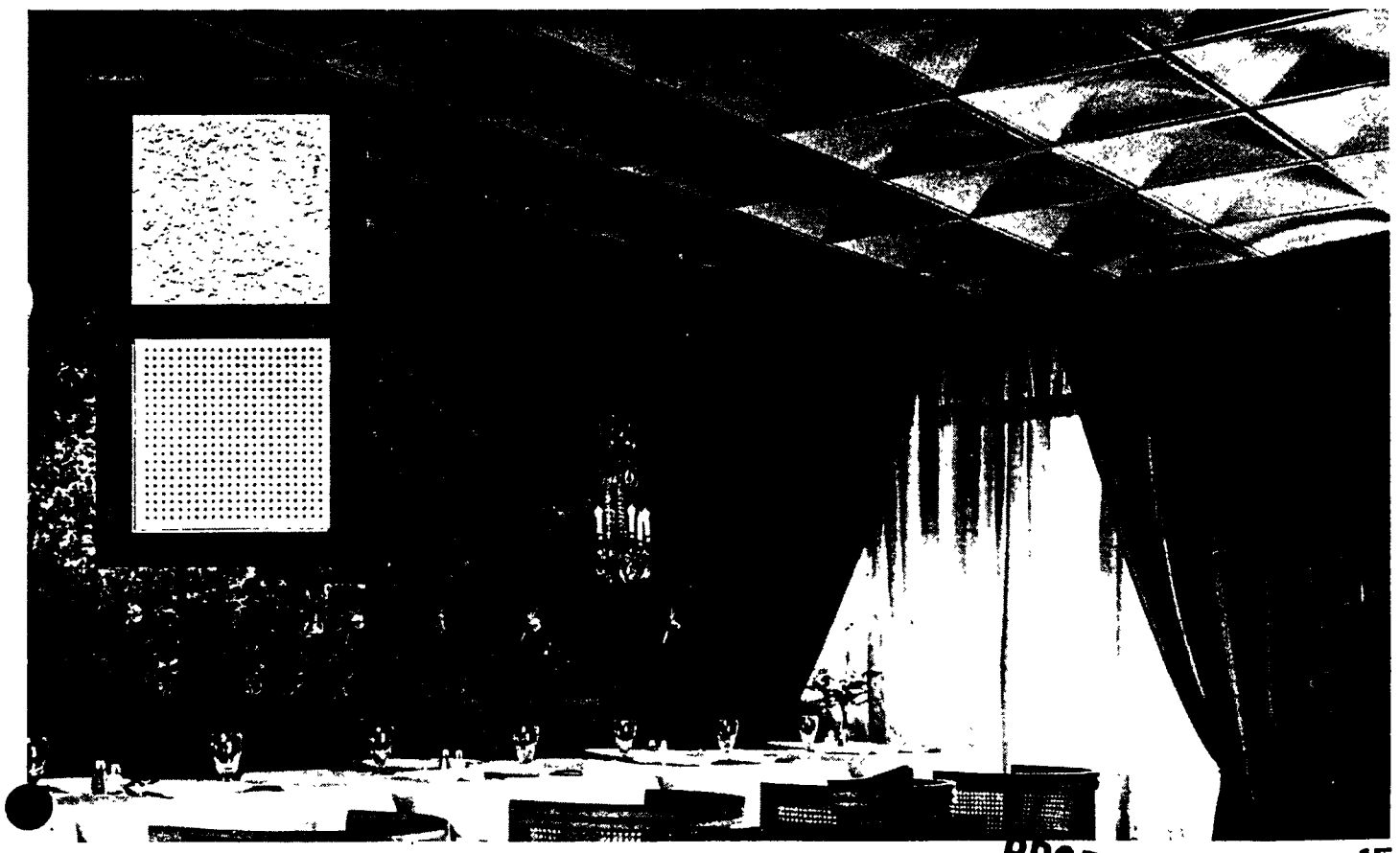
Permacoustic is another mineral wool fiber tile and is widely used in office buildings. Sound is absorbed in this tile through "fissures", or small crevices, in the material.

Also available are: Acousti-Shell, a new dome-shaped panel made from molded glass fiber and covered with decorative textured fiber glass fabric; Fibretone, Comet and Kleftone tile, all made from wood fiber, offer a variety of designs that add distinction to room interiors; perforated Transite panels especially useful for inside swimming pools, gymnasiums and broadcasting studios; Solo-Tile, an aluminum faced tile with a perlite core; and Sanacoustic, perforated metal panels backed with fiber glass acoustical blankets.

All J-M acoustical ceiling panels are useful to homeowners. The least expensive, Fibretone, may be found at our nearest lumber dealers. Tiles and panels such as Permacoustic and Spintone are available through J-M Approved Acoustical Contractors. Your nearest Building Products District Office can tell you the name of the nearest contractor.

We can all help increase the company's sales by forwarding information about new buildings planned in our areas to our nearest district office to alert the sales force.

Acousti-Shell, the newest Johns-Manville acoustical product, adds new dimension and interest to the restaurant pictured below. The inset shows two other J-M acoustical materials — Permacoustic at the top, Fibretone at the bottom.

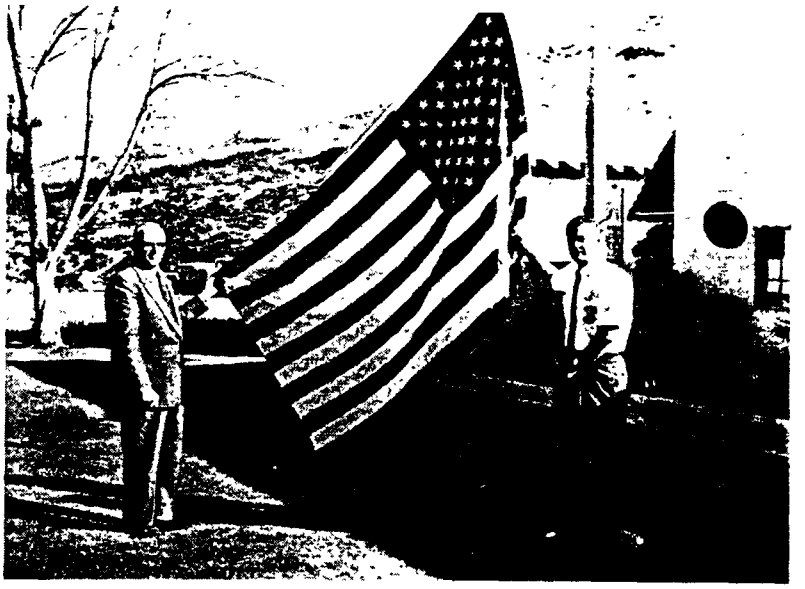


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U. S. CAPITOL FLAG NOW FLIES OVER LOMPOC





Official United States Flag flying over the Lompoc (Calif.) Celite Plant was first raised over the nation's Capitol in Washington and certified by J. George Stewart, Capitol Architect. The flag was presented to the plant by Congressman Charles M. Teague. From left are O. B. Westmont, Plant Manager, and John Gadway, Supervisor of Employment.

JOHNS-MANVILLE CORPORATION
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