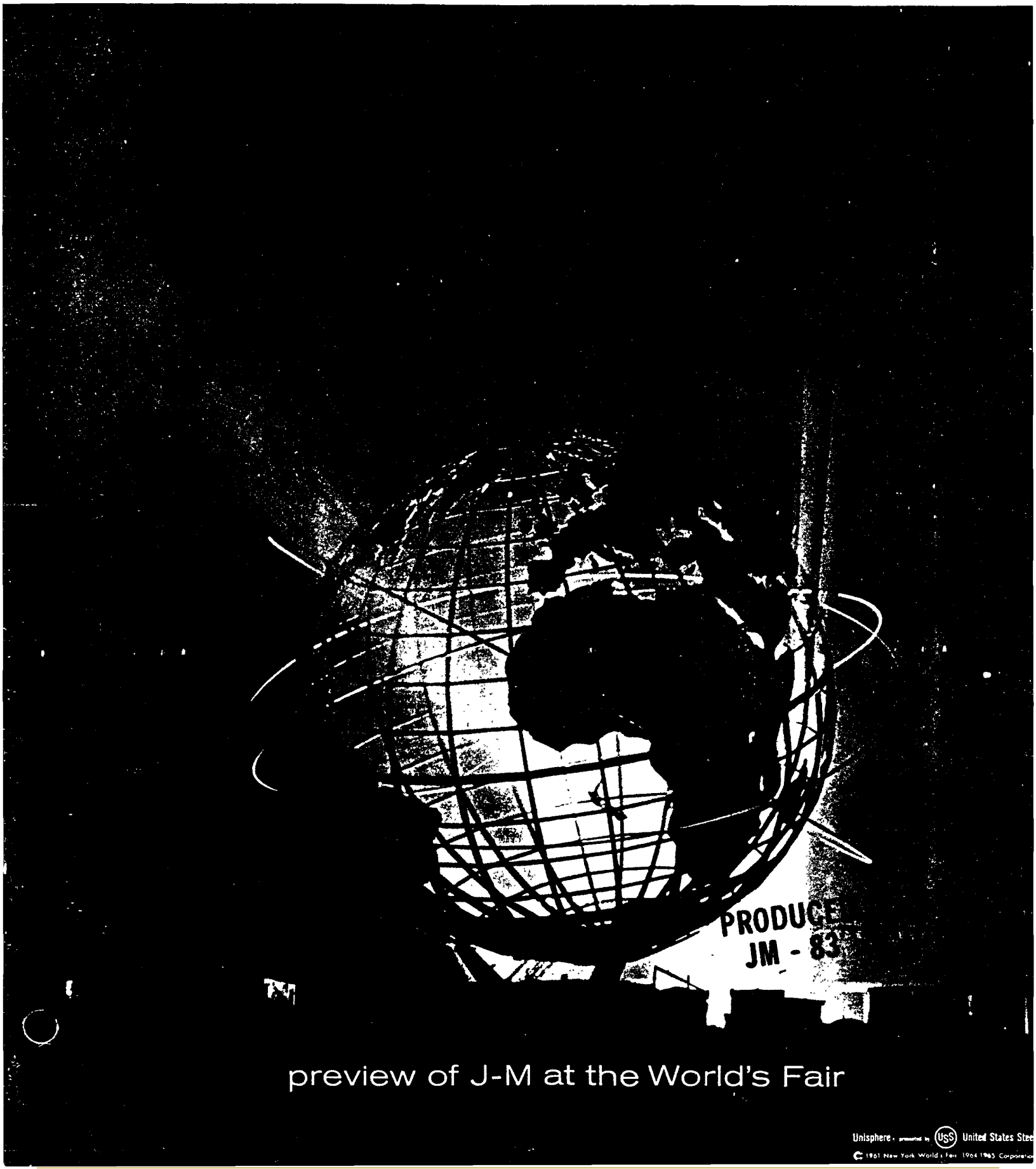
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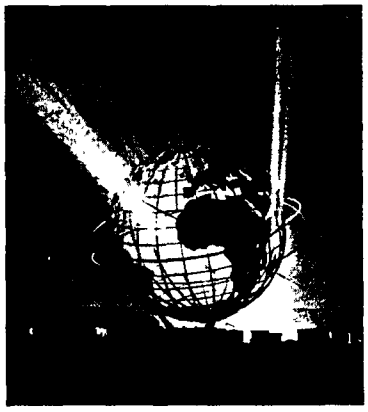
For the 21,852 Johns-Manville employees, retirees and their families



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NEWS/PIC

Published for all 22,117 J-M employees, retirees and their families by Johns-Manville Corporation, 22 East 40th Street, New York 16, N. Y.



Symbolizing the theme of the New York World's Fair, the Unisphere will remain at Flushing Meadow as the center of a proposed recreational area.

Unisphere presented by United States Steel
© 1961 New York World's Fair 1964-1965 Corporation

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Salute to J-M in Cal.

On Thursday, March 12, Mr. C. B. Burnett greeted the Stockholders at the Annual Meeting, held for the first time on the Pacific Coast in San Francisco, California.

Mr. Burnett made "Growing with the West" the theme of his address. He cited the enormous growth of the Far West, especially California.

Mr. Burnett called the attention of the Stockholders to the fact that in the past ten years, J-M employees in California have increased 34%, meanwhile J-M payrolls have risen 111% . . . J-M shipments in California have doubled. During the past nine years J-M showed its confidence in California by increasing its investment.

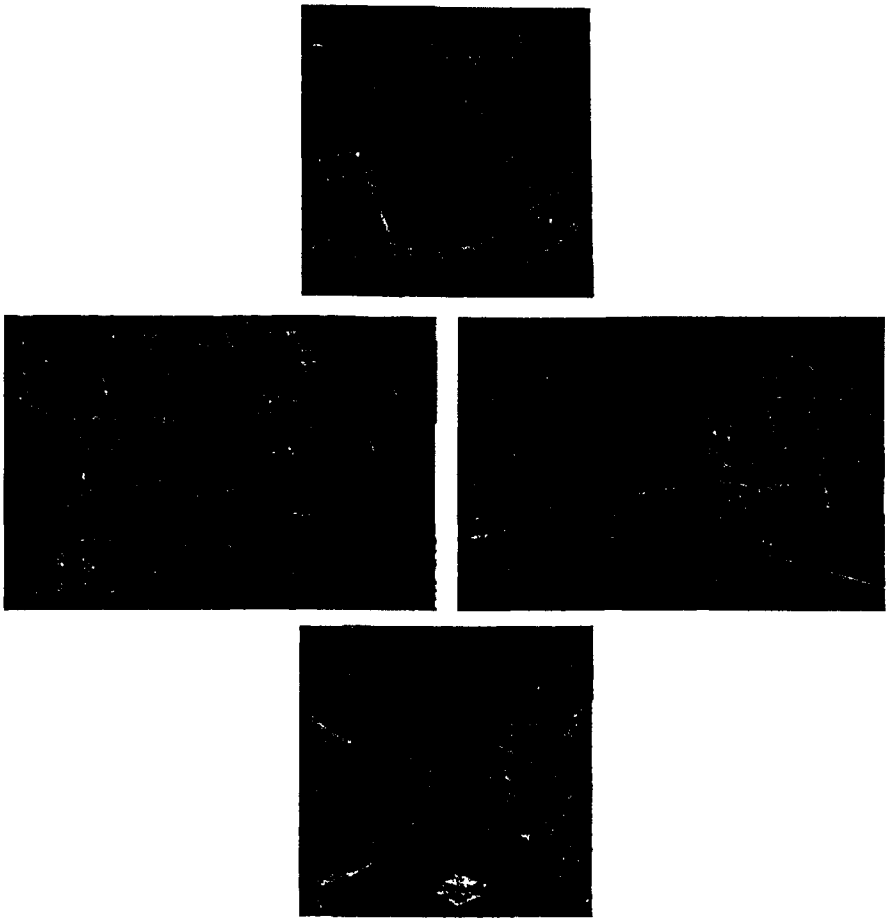
Mr. Burnett named some of the California properties which Johns-Manville has—mines and mills in Lompoc and Coalinga . . . a fiber glass products plant in Corona . . . Long Beach where industrial insulations and pipe are made . . . the highly mechanized Transite pipe plant in Stockton . . . a roofing plant in Los Angeles and a new floor tile factory arising in Hayward.

He pointed out that in addition to our mining and manufacturing facilities in California, J-M maintains principal sales offices at Long Beach, Los Angeles, San Francisco and Stockton, servicing more than 1500 distributors, dealers, applicators and approved contractors.

He closed with these words, "And that ladies and gentlemen is Johns-Manville in California. As you are well aware, California is expected to continue to grow at a faster rate than that of the United States as a whole. And J-M in California plans to grow with California."

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J-M banks blood with the Red Cross

Giving blood is a rewarding experience. (Top) Paul Morrell, Mgr., Market Analysis & Distributor Sales, P/F Mat. Div., with his Red Cross donor card. (L.) H. B. Lape, Product Mgr., Cork & Rubber Products, C. D. Maguire, Controller, Ind. Divisions, and Paul Morrell relax over coffee and cookies. (R.) Yolanda Lima of P/F Mat. gives her pint to nurse Pat Peknic. (Above) Nurse Carole Stevenson prepares a tourniquet for Herbert Rivera of the GHQ Duplicating Dept. (In January, four General Headquarters personnel joined the gallon club.)

Blood, unlike other liquids, cannot be measured just in pints. Last year, the five-year-old son of a Johns-Manville salesman received sufficient donations from the Blood Bank at General Headquarters to carry him through open heart surgery. Another employee's wife received eight pints. These statistics speak for themselves.

Donations are organized in coordination with local Red Cross chapters, and they vary from location to location. Employees of the Jarratt Plant, for example, gave blood through the Greensville County Red Cross Bloodmobile, helping to exceed the regional quota.

Farther west, Lompoc employees have worked hard to organize a successful blood donor program. Since 1955, more than 60 different employees and family members have been served by the bank—at a direct savings of over $6,000. At the Cleveland sales office, 23 J-Mers recently gave blood —including Sales Clerks Dick Scott and Ray Masek, who each brought their total contributions to one gallon.

Wherever blood donor programs exist, J-M personnel can receive blood quickly, in quantity, and free of charge. Next time the Red Cross Bloodmobile comes to your area, a few minutes spent "at the bank" could provide deep satisfaction as well as a sound investment.

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How do you sell to salesmen ?

The heart of any J-M salesman's message is to set the customer thinking about J-M products. Through the years, salesmen have tried various methods. Our Dutch Brand Division is employing a new one, which in its initial year appears to be gaining in success.

The Dutch Brand Division introduced a Distributor Sales Training Program in 1963 with the assistance of the Porter Henry Co., a sales consultant firm in Chicago.

Using this technique, J-M salesmen in the Northeast have been giving sales training to their selected distributors. Suggestions on sales practices get across to distributor salesmen the all-important idea of planning each call on their accounts. More subtly, it attempts to get them to plan how to sell J-M products, not just think about it.

"This year," says New York District Mgr. Walt Hobelsberger, "we've tried reaching some 89 distributor accounts in industrial, electrical, monument, hardware and paper fields. Our displays to these groups are mostly of plastic electrical cloth and friction tapes."

One such distributor in the program is Standard Electronics Corp. of Buffalo. N. Y. Walt and salesman Harley Moen have both visited this distributor, conducted meetings, and follow-ups in which Harley went with their salesmen on customer calls. This is also kept up periodically to renew incentive.

"I thought, at first, that this type of sales training program would have the best effect on new accounts," says Harley. "But one older J-M account was so interested that our initial meeting lasted two hours. We try to keep the session simple, covering the different steps in a sale, the markets and how to determine sales approach." More simply put, J-M salesmen try to help distributors determine how to turn product features into benefits and sales dollars.

This is a type of sales service to our distributors to which they readily respond.

The main planning device J-M salesmen advise them to use is the Sales Call Planner, a sheet on which salesmen list for each account the particular business that needs daily discussion.



J-Mer Harley Moen leads discussion.

"The day after my first meeting with the Standard Electronics people," Harley recalls, "I spent two days going around with their salesmen, helping them to achieve better sales on our tapes."

Dutch Brand products are sold to all types of industry. Among manufacturers in the tape field, J-M is exclusive in using this type of training program.

And it's appreciated by many distributors, as Standard's General Manager William Humston observes: "Distributors on the whole don't have too much of a sense of management; they don't know how to plan and control their sales. This type of training program is greatly needed to help teach basic skills and techniques used to sell any product."

In the words of Sales Mgr. Ralph Parker, "This is a good sales technique in that Harley has helped us determine how we can do a better job on all the products we handle."

One of the salesmen who went on rounds with Harley is Heath West.

"The planner has helped me innumerable times," he says. "My customers have often been really impressed when they saw me being that orderly about my business. And it keeps me up to date. It acts like a daily bring-up file."

Heath is one salesman who's really been "sold" on selling J-M.

"J-M has a wonderful sample kit that sells for very little and brings in many repeat orders," Heath says. "I have to fight the normal tendency of people to think that all tapes, like all brands of sugar, are alike.

"Sometimes I'll demonstrate its qualities by simply sticking a piece of J-M tape onto another tape and show how the J-M tape pulls the adhesive off the competitor's tape. Or I might put a match to it to show how the J-M tape won't burn. Well, it hasn't failed me yet and it amazes customers."

"I love using samples, and I never hesitate with a J-M product. I don't believe in knocking the competitor's product; I simply play up the benefits of J-M tape fo him to see."

So, in many subtle ways, this new system is having its

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effect, getting them to think and plan J-M.

Sitting in on any one of these meetings, one can spot the obvious effects — curiosity, interest, enthusiasm. All of these qualities are necessary in good salesmen, and it's up to J-M men like Harley to bring them out in his audience.

The meeting itself is far from "canned," as these photos show. It may take three-quarters of an hour or two hours, and it may involve three men or a dozen. There are only a few "props" involved — a large board for writing down main discussion points, a meeting guide with a basic outline for the salesman conducting the meeting, Sales Call Planners, and a kit of Dutch Brand tape samples.

The salesman doesn't have to follow the meeting guide to the letter. He's free to ad lib or follow along whatever lines develop in conversation with the other salesmen. He's there to spark their interest, answer their product questions, and help lead their ideas into all possible sales channels.

"Most training sessions try to cover too much," explains Harley. "We keep this simple. We don't talk too long about our tapes, but concentrate mostly on the methods by which any salesman with any product can do a better job. We have to remember we're competing against 50 to 100 other items a salesman handles. Johns-Manville is much more likely to be remembered for how we help him do his job, rather than for how we ask him to help us do our own job."

"In the past year and a half, the program has changed very little," reports Walt Hobelsberger. "The heart of it all is to teach them to use the Sales Call Planner. We believe distributors we selected for this program represent good market and area targets for our salesmen."

Standard Electronics has even initiated a little "extra" with their training program. Recently, they gave their salesmen a surprise brief quiz on some of the product information learned in the various sessions given by J-M and by their own staff.

A bit like going back to school? Well, it takes a lot of hard work to help make that so-called "easy sale."

The program has aroused their interest. J-M has and is presenting a challenge to sell.



During a training session with the free flow of conversation, a lot of humorous as well as serious points of a salesman's business come out. A good point is shared here by Standard's Heath West (l.) and J-M's N. Y. District Manager for Dutch Brand, Walt Hobelsberger who sat in on the latest meeting.



Assembled late in the day for the session are (left to right) Salesman Heath West, J-M Dist. Mgr. Walt Hobelsberger, salesman Joe Polino, Sales Mgr. Ralph Parker, Marie Gaglione, Genrl. Mgr. Bill Humston, and Louis Mistretta. Talk goes on before and after meetings as in this coffee break (photo below) that brings together Heath West, Harley Moen and Bill Humston with samples of Dutch Brand electrical tape under scrutiny. Heath attests to good experiences demonstrating tapes.

Dutch Brand is doing it

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J-M news-makers





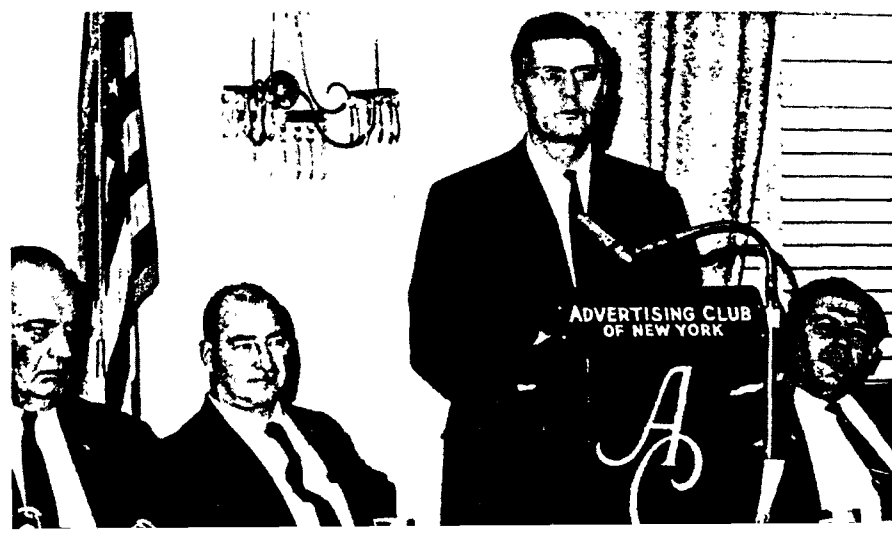
Right (1): Starring in this month's News-Makers is a rather unusual political candidate, Senator Margaret Chase Smith (Republican, Maine, and presidential candidate for the fair sex.) She was the guest of her long-time friends, Mr. and Mrs. Richard Stinchfield in Nashua, N. H., where a "coffee" was held. Mr. Stinchfield, a Nashua plant employee, is Foreman for all operations, Third Shift.

Right (2): Nashua plant employees honored retiring Indus. Rel. Mgr. Edgar Gervais (standing) at a dinner on February 27th. With him here are his wife Ann; Everett C. Truax, Plant Mgr. for Nashua and Billerica; and Hugh Jackson, Director of Industrial Relations and Management Development at GHQ and the evening's speaker.



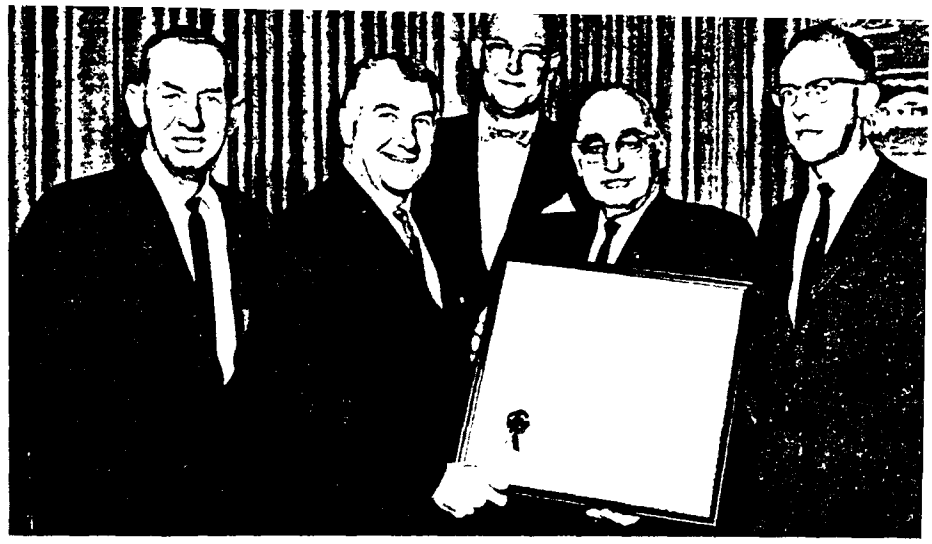
Right (3): During a recent visit to Canadian J-M operations in Asbestos, Quebec, the Canadian Federal Minister of Mines William Benedickson (r.) was presented with a sample of asbestos fibre by J. O. Eby, Manager of the Jeffrey Mine open pit. Mr. Benedickson and his party toured the mine, the factory and the fibre process facilities.

Right (4): J-Mer T. R. (Tad) Gillen is speaking at the February 20th dinner meeting of the New York Chapter of the American Society of Sanitary Engineers. He was installed as the new Chapter President at the previous month's meeting. With him are (l. to r.): Arthur Benline, Commissioner of Department of Air Pollution Control for the City of New York; Past President Irving Slater; and First Vice-Pres. George R. Jerus. Tad is known to J-Mers as the Manager of Engineering for House Pipes.

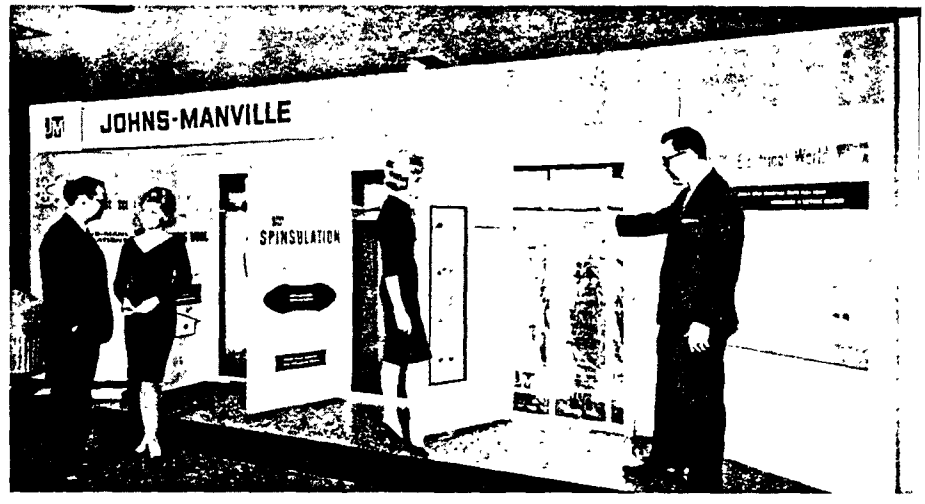


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Right (1): For more than six years, Bullough Asbestos Supply Company has been the J-M Industrial Insulations contractor and distributor in Salt Lake City, Utah. In recognition of their company's service, Arnold and Ben Bullough were presented with this certificate of induction into the J-M Industrial Insulations Contractor Club on February 14th. (L. to r.): Arnold Bullough; D. L. (Don) Hinmon, Senior Operating V. P., Industrial Divisions; General Sales Mgr. M. W. Burleson (V.P., J-M Sales Corp.); Ben Bullough, and J-M Salesman J. R. Hansen.



Right (2): Electric Comfort Heating Expositions, held every two years, offer the one place where electric heating equipment makers, control manufacturers, insulation interests, publications, and electric power people can get together and discuss new trends. At the Chicago National Exposition on Feb. 25-27, Product Managers D. T. Colton, Jr. (left), and Chet Shepperly drew attention (with the help of two lovely attention-getters) to the J-M blowing wool and glass fiber insulations recommended for electrically heated and cooled homes.



Right (3): The J-M basketball team, participating for the fourth year in the Waukegan-North Chicago Industrial Basketball League, finished the season with a 13-4 record. Here, Harold Dostalek of the Packings & Friction Materials plant pops in two points while John Pattern, Bob Evans and Bob Sirvidas of the Pipe plant wait for the rebound that never came. Featured last year in *News/Pic,* the Waukegan team—under the coaching of Bill Serocky—has compiled a proud record, missing first place in a one-point loss during the title playoff to Abbott Laboratories.



Right (4): ". . . For promoting the welfare of the Distributor-Contractor in the Insulation Industry . . ." Johns-Manville Sales Corporation received the 1963 "Award of Merit" from the Associated Insulation Contractors of the Western States. This important award was given in recognition of a recent J-M national advertising program. Sales Mgr. R. A. Stapleton (l.) and Advertising Mgr. Doug Cooke here share the honors for developing the successful campaign.

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preview of J-M at the

WORLD'S FAIR

Unisphere presented by United States Steel

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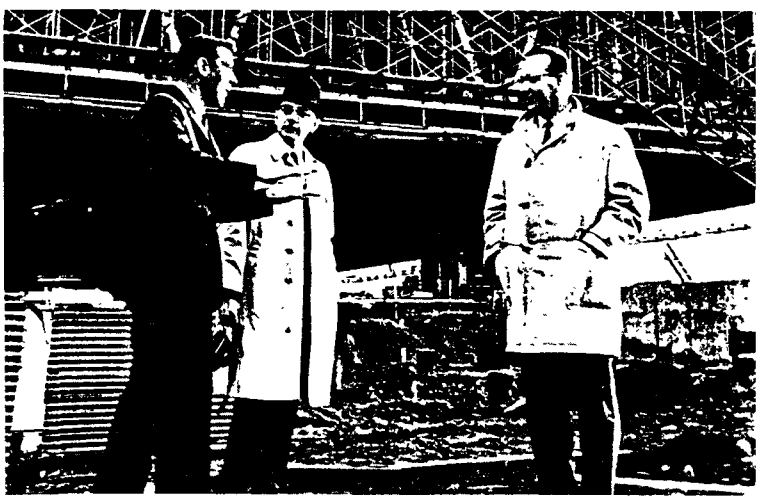
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"It began with the levelling of the great ash dump . . ." Robert Moses, prime mover in the 1939-40 N. Y. World's Fair as well as the upcoming extravaganza, has a flair for organizing successful projects in the face of impending deadines. The deadline for transforming the 646 acre site at Flushing Meadow, N. Y., into a cultural and technological wonderland is April 22nd, and nearly 9,000 construction tradesmen have been working to make sure that the Fair will be open on time.

One of the "frontstage" stars at the Fair will be the J-M exhibit located in the Better Living Building, which itself is constructed with an outer shell of skylight green Corrulux.

The J-M exhibit is strategically located inside to attract the main flow of visitors. Features designed to acquaint onlookers with the variety and depth of J-M products whet the visitor's curiosity on a walk through the exhibit. First, there is a six-minute film on such materials as siding, roofing, ceilings, Terraflex, Corrulux and insulations.

Outside the exhibit, a two-minute color film will tell the J-M corporate story, accompanied by shadow boxes on other walls featuring raw materials used by J-M and color illustrations of J-M products made from these materials mined in various countries.



A second attractive J-M exhibit will be in the Dorothy Draper Dream House, also within the Better Living Building. J-M created a new ceiling tile especially for this exhibit, designed by the famous decorator and her President, Gary Pizzarelli. For an ultramodern effect throughout the rooms, the Dream House uses in the foyer illuminated pressed turquoise Honey-Corr panels; and for quiet living comfort, the J-M Sound-Dike system of laminated wallboard to deaden sound is used in every room. An illuminated Corrulux ceiling will brighten the dream-word of convenience of the Westinghouse kitchen.

Johns-Manville is backstage at the New York World's Fair as well as out-in-front, supplying advanced products

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—building materials, industrial insulations and Transite pipe—for pavilion after pavilion. The massive U. S. Pavilion is an eye-catching focal point for most of the J-M materials in use throughout the Fair. From the foundation (which incorporates Placewel concrete additive) to the walls (constructed of Transitop), J-M products are literally "all over" the government structure. And Johns-Manville people from many locations have helped put them there right on schedule.

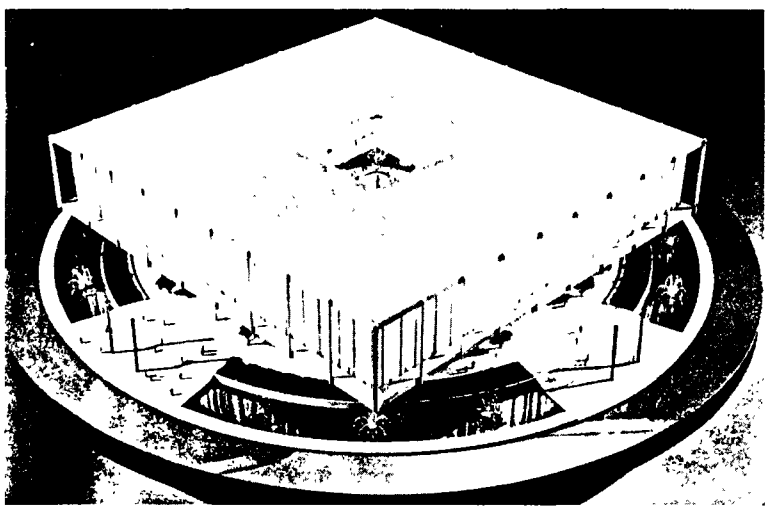
New York District Architectural Representative Jim Walker worked closely with the design team for more than two years in order to meet their specialized needs. (Charles Luckman Associates submitted 28 preliminary designs before the final plan was chosen.) After this groundwork, Product Manager George Constantin and N. Y. Dist. Salesman Bill Vogel rushed through an order for a monumental 90,000 square feet of Transitop Fescore panelling with the new Steel Snap-In System—enough to compose the walls of the eight-story high pavilion.

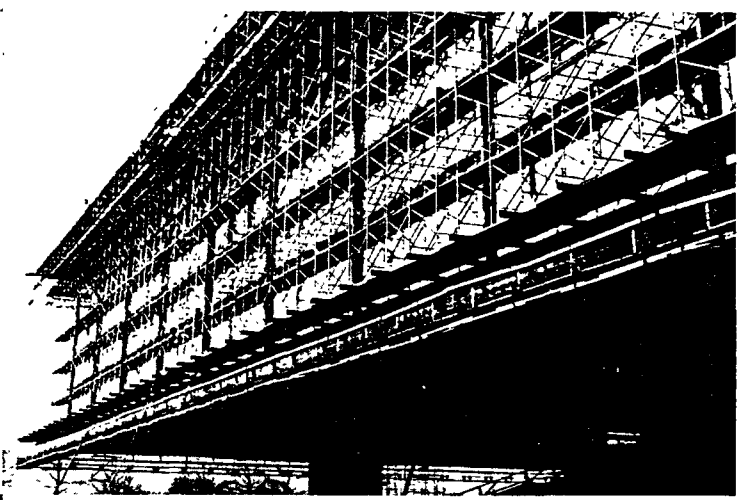
"The Transitop Snap-In System," says Bill, "is the kind of thing which sells by itself. It's a sales as well as an engineering innovation."

At the Manville Plant things were humming: "We've had larger orders than this," says Order Handling Supervisor Mike Deto, "but not many. We had to work out deadlines over an extended time." Art Buck, now retired, was the first Production Superintendent on the World's Fair Transitop job; Paul Frost took over, and together with Scheduler Al Lonzinski, helped coodinate production and final winter delivery.

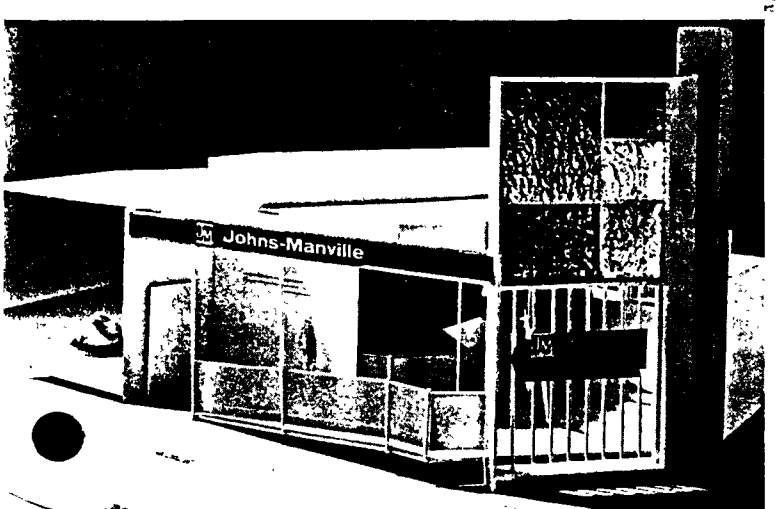
Research's Bob O'Donnell was largely responsible for developing the ingenious Transitop application method. Bob, the engineer, cites Jack Verschoor's market analysis as essential in "predicting" what kind of product-package J-M wanted:

"Previous industrial walls were often so studded with face-fasteners they looked just like old-time pirate treasure chests. Jack talked these problems over with construction people, so that by the time we started to engineer the project, we knew pretty well where we were going. With the Snap-In System, the walls are stable, inexpensive, and clean; and, in case you want to add extensions later on, the panels can be disassembled quickly. Since the U. S. Pavilion will come down in two years, the system is made to order for the contractors."





(Above) The architect's model of the United States Pavilion shows how the structure seems to float in space. Though it covers more than one and a half city blocks, the Pavilion achieves a floating effect because it stands on central columns 20 feet above grade. (Left) Salesman Bill Vogel (l.), Product Mgr. George Constantin and Sen. Research Engineer Bob O'Donnell check delivery of Transitop panels at the Pavilion. (Right) A completed wall of Fescore Transitop suggests the monumental size of the entire U. S. Pavilion. A translucent plastic sheet suspended over the Transitop curtain walls will glow at night when lights installed between the walls and the panels are switched on. (Below) The J-M exhibit has already been installed in the Better Living Building. To the left in this model is a large sample of asbestos—the "magic mineral" which introduces visitors to the Johns-Manville story.



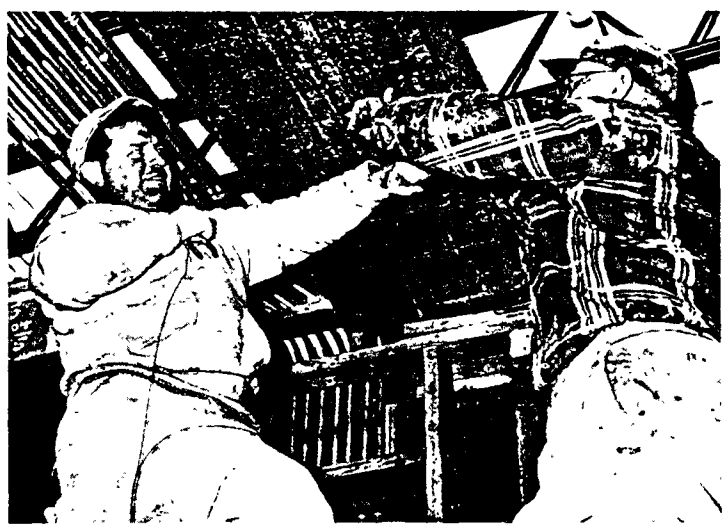
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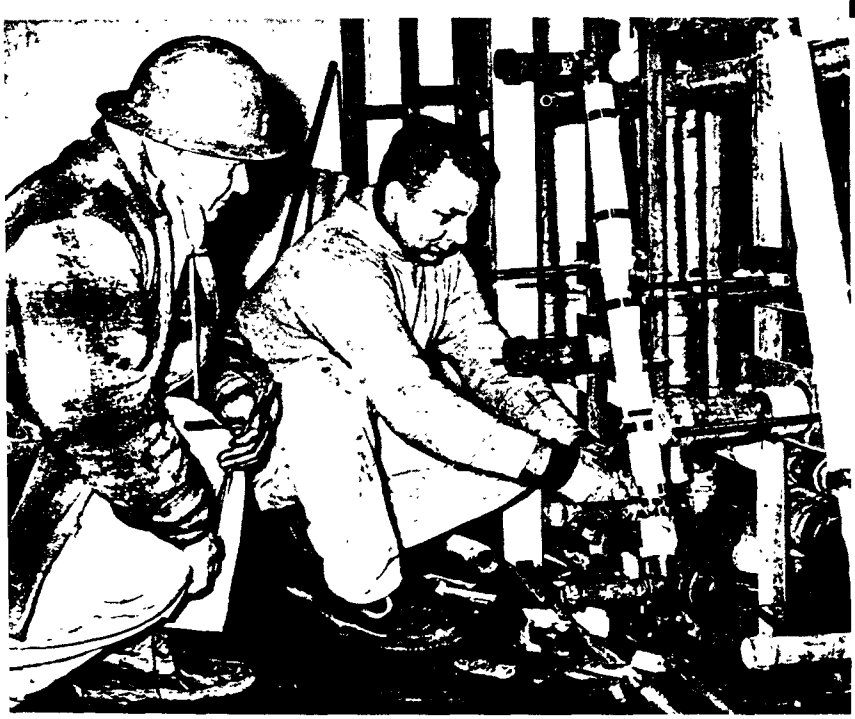


Industrial insulations round out the catalogue of J-M products at the United States Pavilion. J-M's own N. Y. contracting unit, headed up by Paul Mottern, recently completed installing Micro-Lok fiber glass insulation on much of the plumbing pipe that runs throughout the building. Ed Hogstrom, Al Lewis, Neil Spencer and Herb Pattin together handled the estimating work for the use of Micro-Lok and other protective materials everywhere from the United States Pavilion to the Traveler's Insurance building; Salesmen Joe Korman and District Engineer Bob Dickenson dealt with specifying the insulations for the architectural daydreams-come-true.

The United States Pavilion, then, provides a cross-section of the kind of work Johns-Manville has been doing at the New York World's Fair. Construction tradesmen consider deadline situations a good testing ground for



(Above) A steelworker maneuvers part of the Transitop Steel Snap-In System into place at the U. S. Pavilion. In his right hand is a length of steel mullion into which the panels are inserted snugly and "locked" without excess fasteners. (Right) J-M's Industrial Insulations Contracting Unit in N. Y. has been kept busy throughout the Fair. Here, in the 7-Up Building, J-M glass fiber insulation is lifted in place. Foreman Ed Kolman (left) has been working with the fellow on the right for quite some time. He's Ed's father, Pipe Coverer William Kolman. Men like the Kolmans have helped guarantee top-quality J-M installation in many buildings at the Fair. (Below) Foreman John Pavelka (left) and Pipe Coverer Al Hoey install Micro-Lok on the plumbing in the United States Pavilion. Both men have been working with the New York Industrial Insulations Contracting Unit.



quality materials—and the amount of J-M material at the World's Fair emphasizes the trust these men place in J-M quality.

Perhaps the most striking example of this confidence in J-M quality is offered by the Transite installations at the World's Fair. J-M supplied over 75% of the water and sewer pipe used for the 1939 Fair. A total of 6,000 feet of this pipe was field tested in its original location at Flushing Meadow and approved for re-use.

Many other buildings at the Fair use great quantities of J-M materials—either inside, as insulation, or more conspicuously, as premium building products. Rheingold Beer's "old-fashioned" Little Old N. Y. Building, for example, is roofed with 4300 sq. ft. of J-M's brand new Colorbestos Slates.

Come April 22nd, the spotlight will turn on the Better Living Building and its fascinating panorama of housing design trends. All in all, after four years of planning and a billion-dollar investment, the New York World's Fair looks like a winner.

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Reporting in 'Our unretiring retirees'



HOWARD R. CARNEY, recently retired from Parkersburg Plant, is an avid beagler, shown here with his beagle Field Champion, "Bugle Call Dolly." She is the winner of many prizes, including a recent triumph of first place in Atlanta, Georgia, where she won over 56 other starters.

Carney, who had been with Parkersburg more than 20 years, is an active hobbyist and also the owner of racing homing pigeons. He plans to race them this summer starting at St. Louis. Their flying range is from 150 to 500 miles.

THOMAS PASCALE, formerly Captain of Plant Protection at Manville and retired in 1963, has taken several trips since retirement. Last October he traveled aboard a charter fishing boat with friends from Brielle, N. J., to Pompano Beach, Florida.

On the way, they visited small coastline hamlets and traded fishermen's stories with residents and touched on such colorful coastal points as Bullyard Sound and Buzzard's Roost Point.

When he's not engaged in offshore sports, "Mate" Pascale loves fishing and crabbing onshore with his three grandchildren.

WALTER WENDLAND, president of the Florida Quarter Century Club, writes that the club's spring meeting will be in Sarasota April 26 to 27. The featured speaker will be retiree BOB SIMMONS, formerly Vice President of the Government Dept.

HERMAN FISCHER, retired in 1953 from Lompoc and a past president of their Quarter Century Club, is currently living in San Luis Obispo, Calif. His activities are centered around politics and groups involved in constitutional questions. He invites anyone interested in these fields to contact him at 1050 Palm Street in San Luis Obispo.

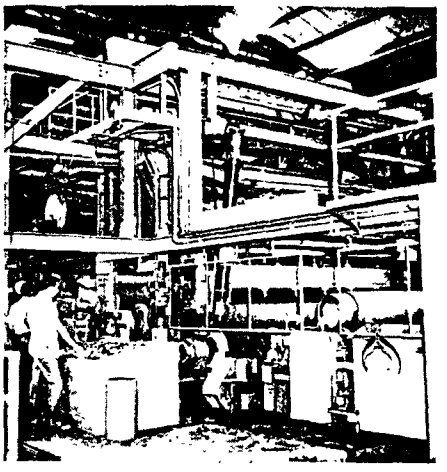
JOHN S. CHARLES, retired in 1953 from Philadelphia Sales, is living in Medford Lakes, New Jersey.

RICHARD REDDY, a 1962 retiree from Manville, has had a year-full of interesting activities for his first year of retirement.

In May he traveled to California. to Apple Valley to visit his nephew and to nearby Brea where he saw his older brother for the first time in 42 years. During this time, he had the misfortune to suffer a heart attack but he recovered and flew home in better health. Currently, he's living in Bound Brook, New Jersey.

WILLIAM E. KUPHALDT, retired from Long Beach Plant in 1962, has since built a cabin in the desert near Twenty-Nine Palms, Calif., using J-M materials. He finds the desert a relaxing surrounding and in the spring he says, "the rains make it a paradise of flowers." He's even photographed a rather unique event, a complete rainbow around the sun. His other home is in Seal Beach.

Denison Automatic Pipe Machine



The latest safety device at the Denison, Texas, Plant is an automatic mandrel changer on their 13-foot pipe machine. With an operator (shown here, Operator is Adrian Arterburn) standing at the control console, a formed section is pulled from press while another section is on loosener.

The operation is completely automated, with the pipe being placed on the loosener carriage and then onto the conveyor to be returned.

This installation provided not only a cost reduction for the plant but eliminated several accident hazards at areas known as "pinch points." Before the automatic changer, operators had to adjust the mandrels under the press section and then into various other positions.

The automatic changer represents a first in Johns-Manville for this size pressure machine. As the photo here shows, the press section is at the left. Stock is picked up around the mandrels until the desired wall thickness (wall diameter) and then loosened off the mandrel.

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A SUCCESS STORY about...



A sign on a pickup truck symbolizes how old friends have become progressive partners. For nearly two generations, a New York building products distributor and Johns-Manville have together provided material and service to a booming industry.

"Back in 1922, over 40 years ago, we bought our first piece of J-M material—some No. 70 asbestos roofing shingle from a likeable salesman named Bill Walls."

William Strober, President of "LITSCO", can reminisce with pleasure—and look ahead with confidence. In 1918, he and Phillip Lucks started supplying roofing and sheet metal contractors from a small office and warehouse. Today, the company occupies a bustling office, a cavernous 80,000 square foot warehouse, and employs 38 people. One other striking measure of success is the volume of business with Johns-Manville: last year, "Long Island Tin" purchased over a million dollars worth of J-M building materials.

"We always felt we had a good company behind us," Mr. Strober continued. "We've had our spats, but we trusted J-M and J-M trusted us—and the salesmen delivered."

One salesman who virtually grew up with Long Island Tin is Jack O'Hara, recently retired after 43 years with J-M. "Long Island Tin is centrally located in an industrial growth area, booming with new plants and research centers. The post-war industries have in turn created the demand for suburban housing."

Long Island Tin has supplied a number of "glamor" installations in the N. Y. area—Spintex insulation for the Sperry Rand building, plus built-up roofing material and Transi-top panels for pavilions at the World's Fair. The export department has done business from the West Indies to the Near East.

Over the years, Long Island Tin has remained a family affair. Mr. Strober's two sons, Bennett and Bert, and Mr. Lucks' son Harvey, together guide the servicing of over 1,000 active accounts.

Joe Hogarty is the J-M salesman handling industrial items like Corrulux and built-up roofing with LITSCO; Joe Murphy and Hank Jones take orders for the "dealer" products like Spinsulation, Spintex and J-M's series of residential shingles.

The inevitable question arose, and William Strober had an interesting answer. "The secret of our success? Well, you work nine days a week and pay your bills. We've stuck with J-M. When you buy from many manufacturers, then you're nobody's customer. And—well, who needs testimonials when business is good?"



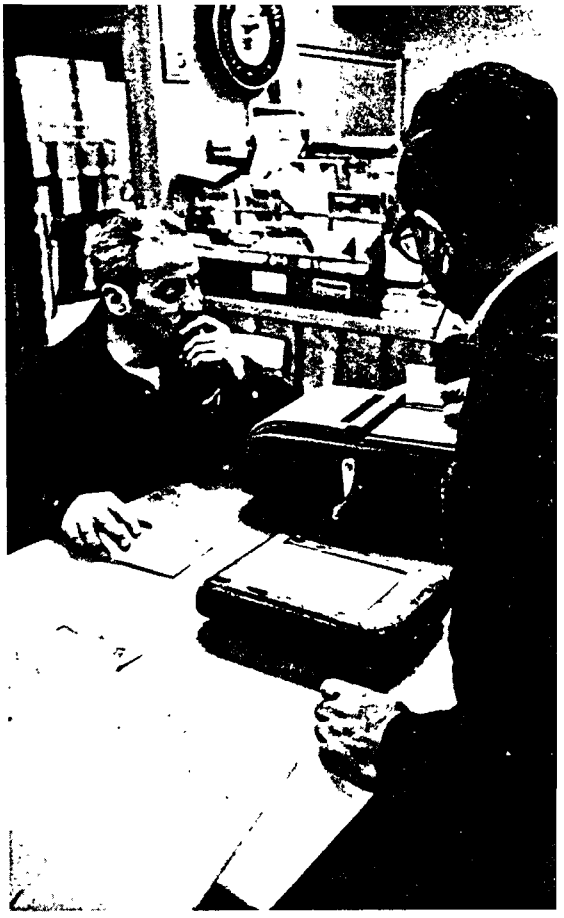
Senior Salesman Joe Murphy (above) introduces Hank Jones to J-M dealer products. (Below) Joe Hogarty (l.) and LITSCO V. P. Ben Strober talk over delivery deadlines and upcoming orders.



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(Above) Warehouseman William Faix forklifts a shipment of Slatekote roofing from the Manville Plant. (Left) LITSCO treasurer Harvey Lucks (also a top-flight draftsman) goes over recent accounts. (Below) In the warehouse, Hank Jones opens a display sample. Since Jack O'Hara's retirement, he has taken on part of the LITSCO account.



(Above) LITSCO order clerk George Fallick writes up an order of insulated siding for Louis Mastracola of Morelite Aluminum Co. (Below) Later, George is on the phone with another customer.





(Below) LITSCO pres. William Strober (l.) reminisces with Salesman Jack O'Hara & N. Y. Sales Mgr. L. A. Fowler.

(Below) Jack O'Hara (l.) and L. A. Fowler wade through a deskful of orders and contractor bills with Ben Strober. LITSCO has been especially busy during the World's Fair construction.





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RECENT J-M ASSIGNMENTS





GEORGE R.R.WAHL

George R. R. Wahl, Gen. Sales Manager of the Distributor Sales Department, Pipe Division, and a Vice-President of Johns-Manville Sales Corp., has been appointed the Assistant General Manager of the Pipe Division. A graduate of Harvard University, Mr. Wahl started with J-M in 1933 as a testing engineer. In 1937, he became Engineer, Transite Pipe. In 1948, he advanced to Mgr. of Sales Aids & Analysis, and, in 1953, became Asst. Mgr. of the Pipe Dept. He was Merchandise Mgr. of the Pipe Division for its first five years.



JOE KINDREGAN

Joe Kindregan, Assistant General Sales Manager of the Building Products Division, has been appointed General Sales Manager and a Vice-President of Johns-Manville Sales Corp. A graduate of Georgetown University, Mr. Kindregan came to J-M in 1939 as a guide at the N. Y. World's Fair. After serving in the Army Air Corps, he returned to J-M, handling sales territories in the Cincinnati and Milwaukee Districts. In 1955, he became Seattle Dist. Mgr.; in 1960, he was appointed Product Group Mgr., and in 1963, Asst. General Sales Mgr.



INDUSTRIAL RELATIONS
Nashua Plant
RALPH C. McKAY to Industrial Relations Manager from Supervisor, Employment, Training and Safety.



RESEARCH & ENGINEERING CENTER
Manville
WILLIAM M. MacALPINE to Assistant to the Vice-President for Research, Development & Engineering, from Mgr., Research Department for Ind. Insulations.



J. H. SWENSEN to Manager, Research Department for Pipe, from Section Chief, Pipe Fittings and Field Applications.



IRVIN BARNETT to Section Chief, Textiles Research, from Res. Technologist.



EDWARD A. UHRIK, to Research Engineer, Concrete Specialties, from Staff Engineer, Celite Division, DHQ.



PLANT ENGINEERING
Manville
STEPHEN BALINT to Foreman, Outside Construction, from Construction and Maintenance Foreman.



Manville
JOSEPH POLAKIEWICZ to Foreman, Millwrights, from Planner, Building Products Maintenance Department.



Manville
THOMAS ROSSI to Foreman, Garage, from Garage Mechanic Section Manager.



BUILDING PRODUCTS DIVISION
Division Headquarters
DAVID J. KLOEPFER to Assistant to the General Sales Manager from Sales Manager, Detroit District.



Detroit District
JACK F. SLOAN to District Sales Manager from Assistant District Sales Manager, Los Angeles.



Manville Plant
ELMER R. IHNE to Principal Control Chemist from Senior Research Chemist, Research & Engineering.



CELITE DIVISION
Lompoc Plant
G. G. SCHUKNECHT to Plant Manager from Assistant Plant Manager.



FIBER GLASS DIVISION
Cleburne Plant
ALLEN E. BARTLETT to Industrial Engineering and Quality Control Supervisor from Industrial Engnrng. Supervisor, Defiance G30.



PACKINGS & FRICTION MATERIALS DIVISION
Manville
JOHN D. JANNONE to Foreman, Maintenance, from Planner, Estimator.

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PIPE DIVISION
Division Headquarters
CHARLES P. SKELLY to Staff Manager, Electrical and Telephone Duct, Distributor Sales Department, from Staff Manager, Government Department, Washington, D. C.



Houston District
WILL PAT RICHARDSON to Assistant District Sales Manager, Direct Sales, headquartered at Marrero, from Senior Salesman, New Orleans area.



DELAHAYE J. BRAUD to Sales Clerk, located at Marrero, from Sales Order Clerk, New Orleans.



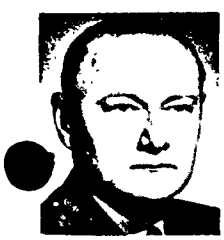
Atlanta District
DAVID C. BLANCHARD to Sales Clerk, at Marrero, from Factory Order Clerk.



Manville Plant
THOMAS M. JUBAK to Supervisor of Traffic from Traffic Rate Clerk.



ADVERTISING & PUBLIC RELATIONS
General Headquarters
WILLIAM P. GIBBONS to Director of Advertising, Industrial Products, from Advertising Manager, Industrial Products.



ROBERT F. KNAPP to Director of Advertising, Building & Flooring Products, from Advertising Manager, Bldg. & Flooring Products.



JACK McCARTHY to Advertising Manager, Pipe Products and International Division, from Advertising Manager, Pipe Products.



LAWRENCE W. HALL to Assistant Advertising Manager, Pipe Products, from Senior Copywriter.



DOUGLAS O. COOKE to Advertising Manager, Industrial Insulations, Asbestos Fibre & F/G Textile Products, from Advertising Mgr., Ind. Ins. & F/G Textiles.



ELDREDGE MILLER to Advertising Manager, Architectural Building Products, from Assistant Advertising Manager, Industrial Building Products.



ROBERT M. FINN to Advertising Manager, Flooring and Consumer Building Products, from Assistant Advertising Manager, Flooring Products.



LYMAN ANSON to Advertising Manager, Builder-Applicator Products, from agency experience.



W. A. RANSOM to Manager, Motion and Still Photography, from Manager, Motion Pictures.



Toronto
T. S. PATTERSON to Advertising & Public Relations Manager, Canadian Products Division, from Advertising Manager, C.P.D.

Announcements

RETIRING—APRIL 1
ARTHUR L. FISK, JR., GHQ

RETIRING—May 1
LELAND STAFFANSON, Lompoc

HALF CENTURY CLUB INDUCTION
EDWARD A. LIEBENGUTH, Cleveland Office, May 4

QCC INDUCTIONS

Boston, April 16
LESTER KERSHAW

SOUTHERN CALIFORNIA CHAPTER, May 1
REX N. BAKER
ROY L. BEACOM
SYDNEY E. EATON

MARRERO, May 2
JOE COLEMAN
MICHAEL GALLO
STANLEY M. GUIDRY
MICHAEL J. HODAS
V. JOSEPH
SALVADORE MACALUSO, SR.
RUSSELL J. MORVANT, SR.
VENCINZO (CHARLIE) RUSSO

IN MEMORIAM
NELLIE DeCRISTOFER, Manville, Jan. 23
GEORGE ELLINWOOD, Waukegan, Jan. 31
CARL AHLSTROM, Research, Feb. 2
ROBERT E. HALL, GHQ, Feb. 7
GEORGE BABICH, Manville, Feb. 14
PAUL MIHALY, Manville, Feb. 17
MARK A. METEER, Long Beach Plant, Feb. 18
GEORGE MILLER, Manville, Feb. 20
JAMES CAMPBELL, Natchez, Feb. 24
ANTHONY FILL, Manville, Feb. 26
DEE C. JONES, Richmond Plant, Feb. 27
GEORGE PERRY, Long Beach Plant, March 2
THEODORE J. SCHLEUTER, Marrero, March 6
JOHN L. PATRICK, Chicago Office, March 9
FREDERICK P. PRUNIER, JR., Nashua, March 9
MIKE MANELLA, Manville, March 12

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'Key Man' at Nashua

Ray Ledoux of Nashua, New Hampshire, has been in for a lot of work for many years. He's busy enough at the plant as sales coordinator in the Customer Service Department. But he's busy nights and weekends, too, working with YMCA Industrial Management Clubs.

Local industries work in close association with the clubs, both on advisory committees and helping financially to send employees to the annual state conference. Nashua, the first club in the state, numbers many J-Mers among its ranks, including Plant Manager E. V. Truax, who serves on the top management advisory committee.

In 1956, Ray and other "key men" helped form the Junior Industrial Management Institute with the assistance of the State YMCA Industrial Committee and the University of New Hampshire. This yearly conference of "JIMI" came about when a survey revealed numerous misconceptions held by high school seniors about our free enterprise system.

"Some of the ideas they had were very disturbing," Ray reports. "In 1958, when I was conference chairman, our conference was the first of its kind. Now others have sprung up in New Jersey, Ohio and Pennsylvania."

After his 27 years at J-M, he's pretty used to being so busy. And J-Mers at Nashua are becoming more involved in joining him at conferences and meetings. Several of them joined him at the state conference this fall where (above photo) Ray is shown (3rd from left) with Chairman Roland Lyman; Samuel Zuccarelli, Pres., National Council of Industrial Management Clubs; and Harry Wardell, N. H. State YMCA Secretary.

Ray has helped form many new chapters and has taken club courses on management given for college credit.

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