NEWS / PIC

JM SEPTEMBER 1965

For the nearly 23,500 Johns-Manville employees, retirees and their families



Hats off to picnic time

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NEWS/PIC

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Cover: While taking pictures at the Manville Quarter Century Club picnic, Plant Photographer Neal Ranauro noticed it was the men who were sporting a variety of hats and caps at the Recreation Field. Displaying some of the chapeaus on the cover are Eddie Scotch and friend (top), Garage; Harry Taylor (left), Building Products Salesman in New Jersey; Dr A. B. Cummins (center), Retired from Research; John Evanoff (top right), Retired from Manville; Steve Tkacik (lower right), Pipe Plant; and Zigmund Wisniewski (bottom), Research. (See pp. 6 & 7.)

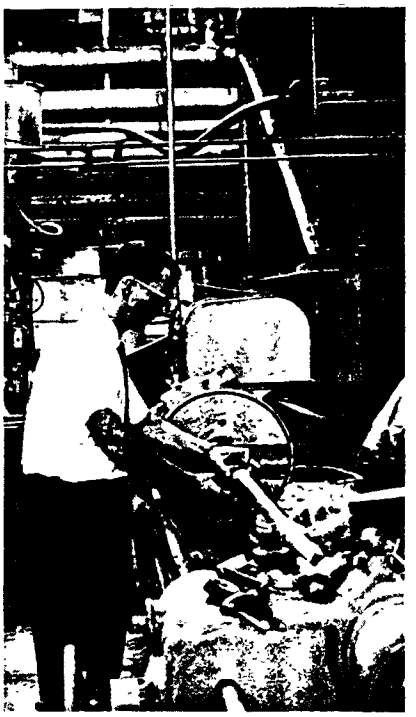
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Research Engineer Dave Ruff prepares a pipe resin experiment.

THE CHEMTITE

BY MEANS OF a bold new approach in departmental organization and marketing at Johns-Manville, a basic new material in pipe construction is rapidly being introduced to—and accepted by—the chemical industry.

The new material is Chemtite®, J-M's asbestos reinforced plastic pipe, which is used for carrying highly corrosive fluids at varying temperatures and pressures.

Developed in 1959 with full production beginning in 1963, Chemtite is now being manufactured and sold to the chemical industry through a special Chemtite Products Department located in a separate plant behind the J-M Research Center at Finderne.

The Department operates as a separate production, sales, and ser-

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Technician B. Barger and J. Loyach pressure test Chemtite pipe.



Utility Man G. Kavanaugh removes a pipe fitting from a molding.



Crew Leader J. Konkus checks the Chemtite pipe rolling machine.

STORY: a bold new marketing approach

vice unit while still remaining under the general authority of the Pipe Division. Such autonomous management of a single product line in J-M is being tested in order to gauge its effectiveness in achieving rapid market penetration.

In full operation since the first of the year, the Department concentrates Chemtite sales efforts in a ten-state area rich in chemical plants. This marketing area encompasses about 2,500 chemical plants, engineering firms, and chemical company headquarters.

"We are very optimistic and enthusiastic about the special Department," said Chester J. Sulewski, Chemtite Business Manager. "We are eager to demonstrate the effect of this unconventional marketing approach on the growth of Chemtite in the process pipe market."

Prior to the Department formation, Chemtite pipe was available for sale by regular Pipe Division salesmen, some of whom were relatively unfamiliar with the new market that J-M was then attempting to develop.

Now, however, six specialized salesmen cover the 10 states of Ohio, West Virginia, Pennsylvania, New Jersey, New York, Delaware, Maryland, Virginia, Connecticut, and Massachusetts. They sell only Chemtite pipe and are the sole source of Chemtite in the region. Sales in the other 40 states are handled by the Distributor Sales Department.

Out of this reorganization, J-M marketing management expected increased sales, significant product recognition, and valuable data on marketing procedures.

The results more than met their expectations.

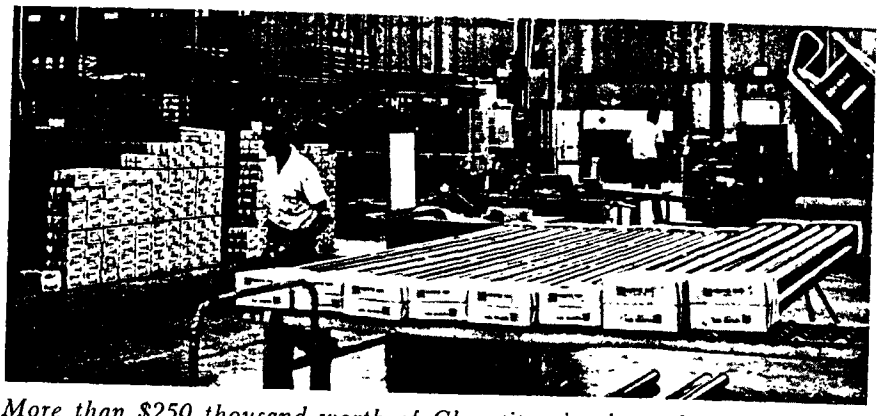
The six special Chemtite salesmen now account for 60 per cent of the Chemtite business in the country, and sales this year are expected to be more than 200 per cent higher than last year. Production costs have also been significantly reduced and profits are now on the upswing.

According to Sulewski, "We in the Chemtite Products Department, as well as in the whole Pipe Division, are extremely pleased with the progress and accomplishments so far."

Among the chemical companies who are steady Chemtite customers are Allied Chemical Corp., Ameri-

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More than $250 thousand worth of Chemtite pipe is stocked in the plant.

can Cyanamid, duPont, Dow Chemical Co., Monsanto, and Union Carbide.

These and many other major chemical companies have long been in need of a relatively inexpensive type of pipe for carrying highly corrosive liquids. Reinforced plastic pipes fill this need.

Reinforced plastic pipes and pipe fittings are generally made by incorporating fiber glass strands into a plastic resin such as epoxy, polyester, or phenolic. J-M has taken the process one step further, however, by substituting asbestos fiber for fiber glass. This gives Chemtite a greater resistance to corrosive fluids than any other reinforced plastic pipe on the market.

J-M officials are now looking into the future for expanding the Chemtite operation. At the semi-annual review of the Department held early in August at GHQ, plans were made to develop additional Chemtite products. These include pipes with larger diameters for possible use in pressure pipe systems, and also waste pipes for use in college, high school, and chemical company laboratories. New resin compounds that would be even more corrosion resistant than the present mixture were also discussed.

On Sulewski's staff at the Finderne operation are J. P. Ferraro, Market Specialist and corrosion expert, and J. H. Stanley, Production Superintendent.

Before taking over the Chemtite operation, Sulewski was Product Manager of Industrial Pipes at Division Headquarters. Ferraro, whose job it is to determine which companies and processes present maximum Chemtite sales potential and also to give technical advice to field salesmen and to chemical plant corrosion engineers, was himself a corrosion engineer with a major chemical manufacturer before joining J-M in 1963. Stanley was previously Chemtite Project Manager in the New Business Development Department and was instrumental in setting up the Chemtite production operation.

The six Chemtite sales specialists and their sales districts are: Warren J. Flynn and Kenneth J. Dooley, New York-New Jersey and Southern New England area; Eugene Hoffman, Pittsburgh-Buffalo area; Herbert E. Kaufman, West Virginia and Eastern Ohio area; James M. Brady, Philadelphia-Wilmington, Del., area; and Ralph C. Reynolds, Eastern Virginia-Maryland area.

Others in the Chemtite production staff include James Crisafi, Sales Clerk; Frank J. Sydlowski, Planning and Scheduling Supervisor; William H. Hardgrove, Quality Control Supervisor; Paul J. Paetzold, Process Engineer; and Arthur Jarvis, Maintenance Supervisor.

Plans are also now underway to station additional Chemtite sales specialists in Houston, Baton Rouge, La., Chicago, and St. Louis.



Chester J. Sulewski



J. P. Ferraro



J. H. Stanley

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RIGHT: Harry Crawford (right), OEM Sales Manager, goes over distribution areas. Among listeners are (at left) Roger Cote (standing) and Bill Lewis, and Jim Richards (foreground). BELOW: Listening are (from left) Salesmen Roger Cote, Jack Gardner, Fred Caton; GHQ's G. H. Martens and F. E. Dutcher; and Operations Manager W. R. Tyrie.

MELAMITE DIVISION HOLDS 1st NATIONAL SALES MEETING



MELAMITE DIVISION held its first National Sales Meeting July 14 and 15 at the Lawrence, Mass., Plant. The meeting was a major step in the expansion of the new division, acquired by J-M Jan. 1, 1964.

At the time of the acquisition J-M President Clinton Burnett announced that the Company plans to expand distribution of Melamite products through J-M's normal distribution channels, and to utilize the new line in the development of new and improved plastic laminated products.

Attending the July Sales Meeting were 12 new salesmen who have been employed to help expand the distribution of Melamite, decorative plastic laminates that serve as table tops, counter coverings, and wall panels.

These men joined a half-dozen veteran salesmen, sales managers, and plant [illegible] Francis E. Dutcher and George H. Martens, Jr., from General Headquarters.

Mr. Martens, Assistant Vice President for Marketing, briefed the group on J-M history and operations. In a later session he told the men how J-M feels about its salesmen, ending his comments with the challenge for the men to be hard working "pros." Mr. Dutcher, Vice President, Building Materials Divisions, gave closing remarks.

Melamite men conducted the majority of the sessions under the leadership of Wally Tyrie, Operations Manager; Bud Crawford, Original Equipment Manufacture Sales Manager; George Kokinda, National Distributor Sales Manager; and Chuck Swanson, Manager of Plant Services.

J-M's first move in the expansion of Melamite was to initiate the building of an addition to the production area where a new and larger size sheet of Melamite is now being produced. The expansion was completed in February, 1965. The plant employs about 225 people whose job it is to produce the various sizes and more than 40 designs of Melamite sheets.

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(Right) ". . . and at last came the clams." Waitresses are kept hopping at Bonhomme's Grove near Nashua where hungry, clam-loving QCC members congregated for the Clambake. (Below) Some of the 1,000 Manville picnickers line up for refreshments.

Summertime is picnic time

With summer comes picnic time at J-M as well as most everywhere. Some of the annual events are included here. Savannah Plant held a Family Day Open-House, Detroit Office J-Mers (not pictured) and families gathered 150 strong at Ed Hines Parkway near Dearborn, Corona Plant (not pictured) had an open house in the plant, Nashua Plant held its annual Quarter Century Club Clambake, and Manville Plants' QCC Picnic attracted over 1,000 (see Cover & p. 2) at the J-M Recreation Field.



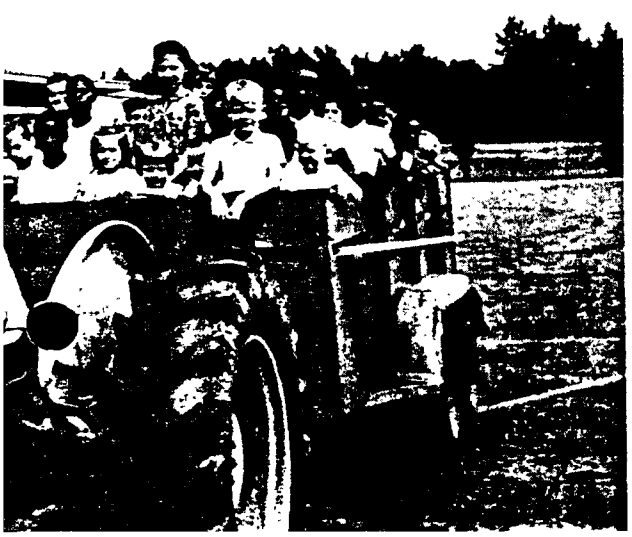
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Hayrides, games, and plenty of food were the order of the day at the Savannah Plant Family Day Open-House. C. F. Rich, Erection & Repair Mechanic, is shown presiding over the children's tractor hayride.





William Bober (left) with Evelyn and Jack Peterson.

"of all places..."

Imagine this: You and your wife are walking along a majestic Norwegian fjord near the off-the-beaten-tourist-track town of Ulvik. You're less than 500 miles below the Arctic Circle. You meet a man walking back to the town. He discovers you speak English, so you sit down for a chat. He soon announces that he was with Johns-Manville and his name is William Bober.

If you happen to be Jack and Evelyn Peterson on a European trip after a June 1 retirement from J-M, this can come as quite a surprise. But the meeting did take place—and on July Fourth, no less.

Bill Bober retired from J-M as Economist on Sept. 1, 1962, but still supplies the Company with information on current worldwide events and economic trends. Though he has traveled extensively in Europe he chose this trip to concentrate on the Scandinavian countries. He had done some work in the major coastal town of Bergen and had made a side trip to Balestrand and Ulvik.

Jack Peterson retired June 1 from the position of Direct Sales District Manager of Pipe Division's Los Angeles District. He and Evelyn had driven to Ulvik from Trondheim, nearly 300 miles to the north.

Both Jack and Evelyn were familiar with the economic newsletter circulated within the Company known as the "Bober Letter," and Jack and Bill had known each other. The strange circumstances were the apparent cause for their not recognizing each other immediately.

The three had met at about 4 p.m. and spent an enjoyable evening together, including a dinner of roast reindeer. Bill left the next day to travel on toward Germany and England. The Petersons remained in Norway a few days to visit areas from which Jack's family had come. They then were to travel on to other countries.

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Remittance Clerk Karen Collier works on a reimbursement.



Sharon King matches a customer's check against his invoice.

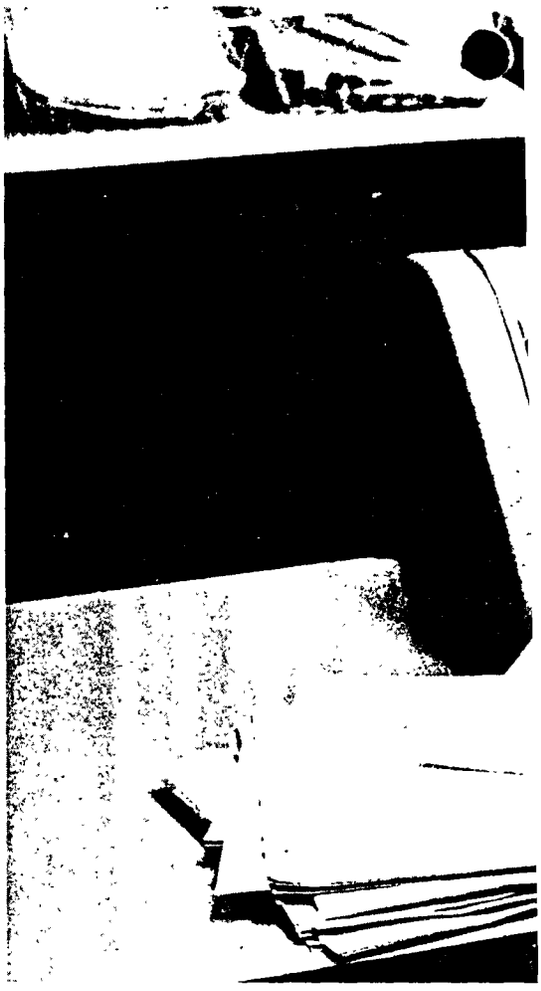


Karl Trudeau and Julie McElroy work on past customer files.



(Left to right) Francine Halfhill, Pat Foy, Margaret Wannamaker, and Dorothy Albright key punch IBM cards while Jan Connors (below) checks invoice information.





CREDIT VIA Computer

IN THE PAST DECADE U. S. manufacturing corporations have been plagued increasingly with customers who, either through poor business techniques or because of overwhelming competition and reduced sales, have been unable to pay their bills on time. In some cases, they have been unable to pay them at all.

For the period 1950-1960, bad debt losses in the U. S. surged 249 per cent while sales increased only 72 per cent. In 1963 alone, 14,374 businesses failed and ended up owing their creditors an amazing total of $1.3 billion—the highest bad debt record in U. S. business history.

Johns-Manville has also experienced some difficulty with bad debts. During the past two years J-M has

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Pat Yarboro key punches invoice information onto IBM cards.

been setting up a new computer-oriented Customer Accounts Receivable system at Toledo that makes it possible for J-M Credit Managers to keep closer tabs on the paying habits of their clients and thus reduce the possibility of loss through bad debts.

Copies of itemized customer Aged Trial Balances are sent out weekly to the nine J-M Credit Unit Offices across the country. These Balances tell the Credit Managers when a customer's account is 30, 60, 90, or more than 90 days past due. This enables the Managers, who are responsible for credit and collection, to proceed efficiently about their business.

At the District Sales Management Seminar held in April at Atlantic City, Richard M. Davis, General Credit Manager, said that via the computer route, an analysis of sales, of slow accounts, of extended terms, and of credit adjustments can now be programmed and made available to Credit Managers on a regular basis.

In this way, he explained, credit problems can be pinpointed and corrective measures taken much faster than was previously possible.

Davis added that J-M soon hopes to have the system channeled to separate past due accounts from the normal computer flow and to send out statements to these customers every ten days or two weeks instead of once a month. The computer will also send out copies of these statements to salesmen so that they will know quickly who their delinquent accounts are.

The use of the Toledo Center to process customer accounts was initiated in 1963 by F. H. May, Jr., Vice President for Finance. Previously, the Toledo Center had not been used for this purpose. The accounts were handled manually in five offices from New York to San Francisco and from Cleveland to Houston. The revised system centralizes the work of handling customer accounts and makes possible the decentralization of credit offices, which brings them closer to customers and to the salesmen.

Simply stated, the system now concerns itself with two separate processes — recording what customers owe, and what they pay.

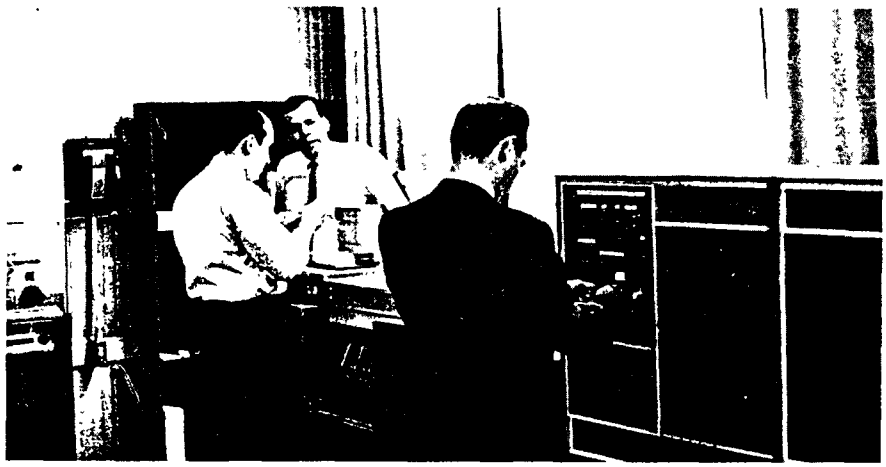
From J-M plants and sales offices across the country, copies of sales in-

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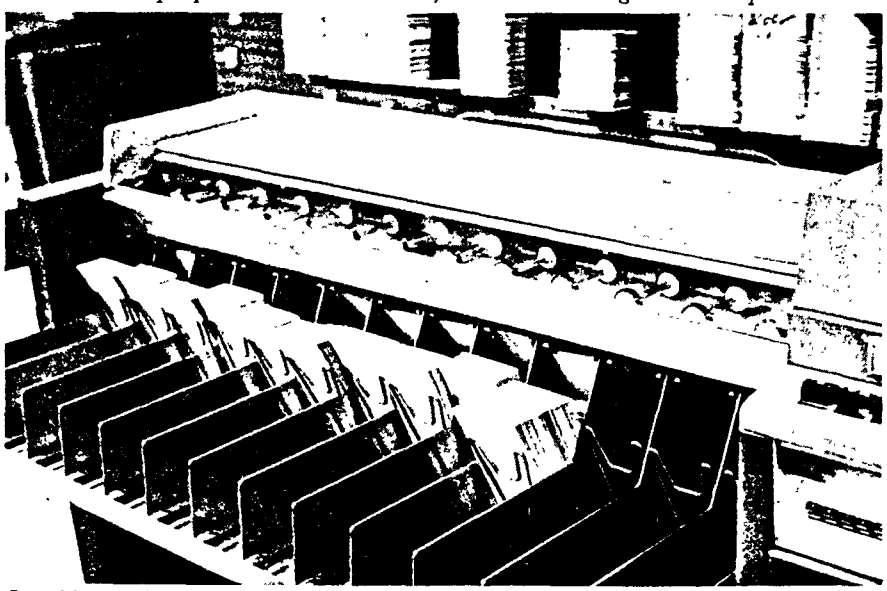
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(Left to right) E. W. Koon, Jim Worley, I. J. Newell, Karl Trudeau, and W. C. Monroe discuss procedure for processing Aged Trial Balances.



Tom Patterson discusses a card punch problem with Bill Earlewith, and Bill Monroe prepares to run some information through the computer.



In this section of the computer, the key punched cards are sorted.

voices are sent to Toledo where they are first checked for accuracy.

According to John L. Durkin, Director for Data Processing, this is perhaps the single most important step of the entire process.

"The accuracy of the computer is only as good as the accuracy of the information put into it," he said. "If you feed in garbage, you are going to get garbage out of it."

Much of the time of the more than two dozen girls who work in the Toledo Data Processing Center would be wasted and countless customers would be irritated if the Accounts Receivable information were not accurate.

Once the checking is completed, all vital customer account information is key punched in code onto IBM cards. Approximately 15,000 monthly statements are sent out to J-M customers by the computers using these punched cards as a source of information.

The second step of the process begins when customers pay their bills. The checks are first processed in one of nine banks across the country and are then sent to Toledo where the checks are manually matched with items in the customer's account. Using this added information, the computer can then prepare revised reports for credit men and statements for sending at the end of the month.

From 3,500 to 6,000 checks are received weekly at the Toledo Office, and nearly $35 million worth of sales transactions pass through the computers in a month.

The process continues as long as the customer keeps buying J-M products. The computer unfailingly records every invoice and every payment, and prepares the proper statement. If the customer pays too little or too much, or doesn't pay at all, or if he pays too late or right on time, the amazingly complex "brains" of the Toledo computers keep the accounts in proper order.

With further refinement, the J-M Accounts Receivable Data Processing Center at Toledo can be an even greater help to salesmen and credit officers in the elimination of bad debts and in increasing the effectiveness of the credit system.

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During a practice drill the victim is carried from the accident scene.



PRACTICE SAVES LIVES

Employees of the Research and Engineering Center at Finderne are always assured of prompt and expert first aid care in case of accident or emergency illness.

This service is provided by Center First Aid and Rescue Squads—one squad in each Research and Engineering building. They are composed of volunteers who have served previously on their home town rescue squads.

Operating under the Center Medical Department, the squads render first aid in all types of accidents or physical emergencies until a doctor or nurse arrives. Then they operate under medical instructions.

To insure that these first aid squads are up-to-date, coordinated, and thoroughly effective at all times, realistic practice drills are conducted once each month under the leadership of a Squad Lieutenant.

Every three years squad members are sent to school to learn the latest first aid methodology and techniques. In addition members themselves occasionally conduct classes for Center guards and other personnel in order to insure as wide an understanding of first aid techniques as possible.



Oxygen is applied for smoke intake.

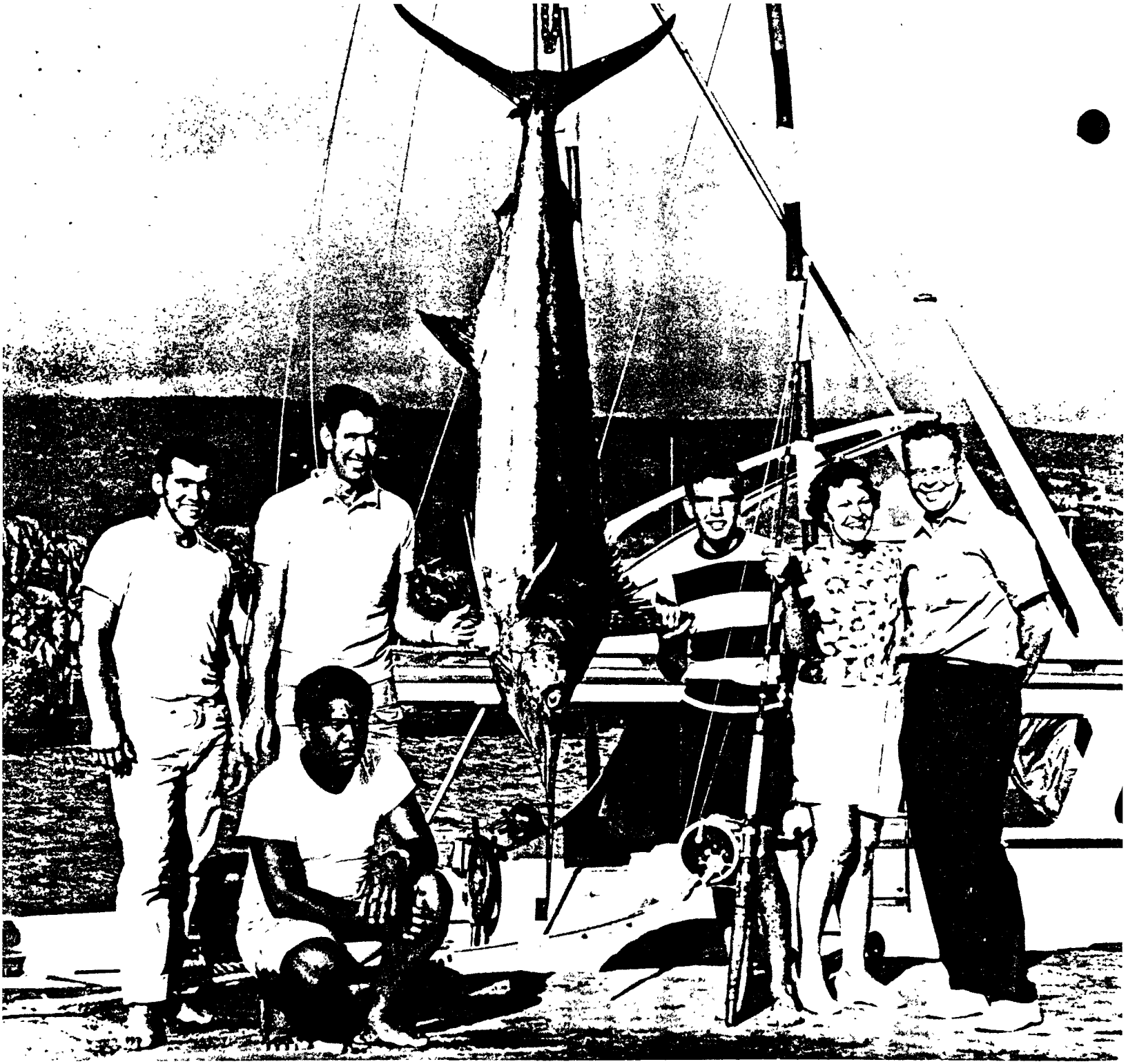
The victim's broken right forearm is bandaged.

The victim relaxes and waits for the doctor.



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(Above) Jim Kunc, teenage son of George Kunc, Assistant to the General Manager of the Insulation Division, let his father talk him into trying his hand at some deep sea fishing during a recent family vacation in Hawaii. Jim is certainly very happy he took his father's advice. He hooked into a fighting Pacific Blue Marlin and landed the leaping gamefish after an exciting 27 minute struggle. The vital statistics for both fish and fisherman were: weight—Jim, 135 lbs., the Marlin, 177 lbs.; length—Jim, 5′5″, the Marlin, 9 feet; girth—Jim, 30″, the Marlin, 40″. Jim is 14 years old. The age of the Marlin is not known. Shown in the picture (from l. to r.) are Adrian Yurong and Kimo Mahi (kneeling), members of the crew of the fishing boat Lanakai II; boat captain Jack Ross; the Marlin; Jim; his mother, Marion; and his father. In the background is the Lanakai II. The battle between fish and boy took place off the town of Kailua on the Hawaiian island of Kona. The Marlin was only the second one caught that week at Kailua, and it was the only keeping-size fish Jim caught that day.

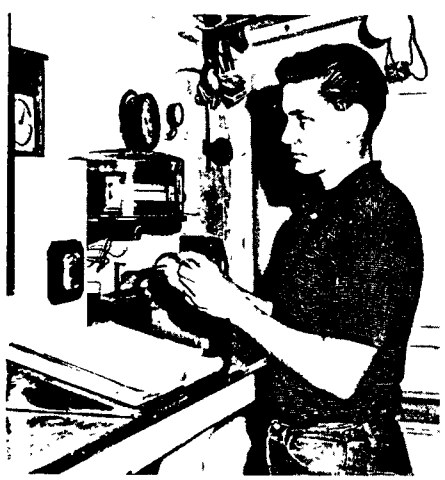
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(Above) Waterville Plant Nurse Geraldine Grove shows (from l. to r.) Estel B. Ludwig, Lucille LaBanc, and Jerry Mauley a progress chart listing the records set by plant departments during a special Pop Safety Contest. The scoring was based on the number of department work days completed without any injuries or absences.

(Below) Kenneth Williams, Jr., a Controlman in the Lompoc Brick Plant, winds the watch he received as first prize in the recent plant-wide Anti-Litter Slogan Contest. Ken's winning slogan—"Let this our motto be To keep our plant litter free"—was selected from among more than 100 entries submitted in the contest.





(Above) Allen F. Anderson, Grand Rapids Building Products Sales Representative, is the new president of the Blazers, a semi-professional football team. Under his direction the Blazers have attracted considerable support from local residents, and they are expected to have sell-out crowds for every home game this season.



(Above) Donald E. Blackburn (shown with his wife, Dolores, and his son, Eric), Defiance Quality Control Supervisor, astounded local weekend golfers by shooting two Eagles and an unbelievable double-Eagle during one recent nine-hole round of golf.



(Left) R. C. "Pooley" Jacobs, right, Lompoc Finance Manager, has been appointed to his third consecutive one-year term as Chairman of the Lompoc Library Board. Here he confers with the Library Director, Edward Hess. "Pooley" has also served for 20 years on the City Council and for five years as the town's mayor.

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ASSIGNMENTS



INDUSTRIAL RELATIONS
General Headquarters
EDWIN K. SMITH to Labor Relations Manager from Industrial Relations Manager, Marrero Plant.



GENERAL INDUSTRIAL ENGINEERING DEPT.
Finderne
ROBERT E. MOSER to Standards Section Supervisor from Industrial Engineering Supervisor, Building Products, Waukegan Plant.



ASBESTOS FIBRE DIVISION
Jeffrey Mine
GERARD ELEMENT to Foreman, Loading, from Hourly Foreman, Shipping Dept.



G. GOODENOUGH to Assistant Foreman, Erection and Repair Dept., from Chief Clerk.



GEORGE HORAN TO Assistant Foreman, Erection and Repair Dept., from Dept. Clerk, "A."



CLIFFORD LAFRANIER to Foreman, Mill Operating, from Shift Foreman, Munro Mine.



ARTHUR L. LAROCQUE to General Foreman, Open Pit, from Foreman Open Pit.



W. R. SPENCER to Foreman Mill Operating from Foreman Palletizing.



BUILDING PRODUCTS
Division Headquarters
E. M. FULLER to Manager for Architectural Services and Prefabricator Sales from an outside position.



B. A. HANCOCK to Staff Manager, Built-Up Roofing Materials, from Salesman, St. Louis Dist.



CELITE DIVISION
Lompoc Plant
GORDON LOYD to Foreman, Quarries and Mines Dept., from Working Leaderman.



INDUSTRIAL INSULATIONS DIVISION
Manville Plant
ROBERT BISHOP to Shift Foreman, Molding-Thermobestos Department from hourly.

ANNOUNCEMENTS

QCC INDUCTIONS

Asbestos - Jeffrey Mine, Sept. 16

ANDRE BEAUREGARD
ALBERT BELISLE
ROGER L. BELIVEAU
AIME BLAIS
ARMAND BOISLARD
RODOLPHE BOISLARD
LEO P. BUSSIERE
LEO CAPLETTE
M. FERNAND CARON
GEORGE M. CHADDOCK
ALPHONSE B. CLOUTIER
HENRI A. COTE
AIME COUTURE
GERALD COUTURE
BERTRAND DESHARNAIS
ROSARIO P. DION
J. O. ANTONIO DUPERRON
H. FLORIAN DUROCHER
JOHN P. FOLEY
LUCIEN A. GAGNIERE
ELPHEGE F. GAGNON
JEAN BAPTISTE GAGNON
PAUL GARANT
ELPHEGE GRENIER
HERVE GRIMARD
PAUL EMILE GRIMARD
AURELE HEBERT
J. BALTHAZAR HOULE
EMERY LAFONTAINE
JEAN PAUL LALANCETTE
H. PAUL LAMPRON
GERARD LAPIERRE
RODOLPHE A. LASSONDE
ALBERT N. LAVOIE
J. ARMAND LEFEBVRE
GEORGE S. LEITH
JEAN M. MARTEL
GEORGES MAYRAND
UBALD MERCIER
THEOPHILE MONTMENY
GERARD MORIN
GEORGE S. OLSCAMP
HENRI PELLERIN
E. ARMAND PAQUET
RENE PEPIN
ELWIN B. PERKINS
L. GERARD PINARD
CONRAD ROBERGE
ROBERT ROBERGE
ACHILLE A. ROBIDAS
R. W. RONDEAU
OSCAR ROUX
J. ADRIEN SIROIS
UBALD ST. CYR
MAURICE ST. HILAIRE
J. ROBERT TOUTANT
YVON VACHON
LEO VINCENT
T. FRED WARD

Dutch Brand Plant, Chicago, Sept. 22

DOMINICK BALCERAK

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SAMUEL CURATOLO
JOSEPHINE A. FOLLMER
MARION C. WUEST

North Brunswick Plant, Sept. 22

RANDOLPH M. BEEBE
JOSEPH C. CREA
FRANK W. NIKA
FREDERICK R. RUPPERT
JOSEPH TERINGER

Manville Plant, Sept. 23

STEVEN A. ADAMS
LOUIS BARILE
FRANK BARTOK
V. STERLING BARTOO
LEO H. BEENDERS
ALEX G. BEREZANSKI
STANLEY BILSKI, JR.
JOHN M. BJORNESS
JOHN BRUNARSKY
ANDREW BUCHANEC
JOSEPH S. BULASKAS
CHARLES N. CALABRESE
PAT J. CAMPISI
STANLEY N. CIMMS
MICHAEL R. DANIELS
JOHN A. DAKU
CHARLES L. E. deGAUGUE
WALTER M. DE WITT
JOHN DOLIDA
ANGELO J. DORSA
MICHAEL EMILIANOW
ALVIN J. ERICKSON, JR.
F. W. ESCHEN
EDMUND M. FENNER
EDWARD A. FIERST
HENRY FIERST
FRANK J. FISIOREK, JR.
ANGELO A. FORTE
FRANK GREGOVITCH
JOHN F. GROZA, JR.
WALTER F. GULICK
ANDREW M. HENKEL
FRED H. HEYMEN
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MICHAEL ZEBAN
EDWARD J. ZIMMERMAN

Pittsburg, Calif., Plant, Sept. 24

MACK N. DAVIS
HARRELL C. LANE
EDWARD H. YATES
WILLIAM D. YOUNGSON

Toledo Office, Sept. 28

WILLIAM P. ALBE
FORREST T. ROLLINS

Jarratt Plant, October 7

JACOB BANKS
ROBERT T. BRADLEY
PHILIP H. DALE
BYRON DUNN
L. R. EDWARDS
J. R. FEATHERSTUN
HENRY T. HALL
CECIL C. HOUSE
T. CLINTON JOHNSON
THOMAS LUNDY
BEN OZMAR
THOMAS B. PEEBLES
FRITZ A. PRASSE
HARRY S. RAWLINGS
J. N. RIDEOUT
C. G. SEABORN

Waukegan Plant, October 7

GEORGE A. BERENT, SR.
BERNARD C. DOUVILLE
OLLIE C. FULLNER
EUGENE J. HUGHES
THEODORE L. KRAUSE
HAROLD W. MILLER
NORMAN M. PERRY
HELMER RASMUSSEN
FRED M. SANDER
HENRY SANDERS
ALFRED T. SIHVOLA
HUGH WHITE
EDMOND D. WISE

Nashua Plant, October 14

EDGAR J. BERUBE, SR.
GERALD T. CLIFFORD
JOHN CZARNIONKA
LEON H. DANIELS
WILLIAM DEAN
COLEMAN DEANE
ROGER J. DELUDE
HENRY J. DESMARAIS
ROBERT J. DONAH
GERALD E. DUSSEAULT
WILLIAM R. GOY
ALFRED J. HEWITT
CHARLES J. LEFEBVRE
WILSON G. MASON
ARMAND J. MICHAUD
J. E. MOSHER
JOHN F. NORTON
FAY W. READ
HAROLD C. SEAMAN
CHARLES W. SHATTUCK
JOSEPH SPEAR
HENRY B. TAYLOR
JAMES W. TAYLOR
BENJAMIN A. WHITE

RETIRING—November 1

VINCENT CANTERELLI, Manville Plant
JOHN DORSEY, Waukegan Plant
ALBERT B. DROUIN, Asbestos
ELMER FLETCHER, Parkersburg Plant
ORVILLE W. MARTIN, Houston Office
FRED R. MOORE, Parkersburg Plant
OREN H. SCHLEMMER, Waukegan Plant
RAYMOND R. STARKEY, Parkersburg Plant
JOSEPH G. VINCENT, Marrero Plant

IN MEMORIAM

PATRICK BURKE-GAFFNEY, Winnipeg Office, July 13
EDWARD GREGG, SR., Tilton Plant, July 22
E. G. LESSARD, Asbestos, July 22
BENEDICT MARSHALL, Manville Plant, July 24
NORMAN VIKRE, Waukegan Plant, July 26
HENRY ANTILLA, Waukegan Plant, July 27
ANTHONY MUSCARELLO, Marrero Plant, August 2
DOMINIQUE BOUTIN, Jeffrey Mine, August 6
HERVE DESERRE, Jeffrey Mine, August 6
ALBERT P. CAMPBELL, Jeffrey Mine, August 10

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Guidance through graphoanalysis

"It has long been a dream of mine to have every teacher of young children know the subject of graphoanalysis," says Mrs. Connie Stinchfield, wife of Dick, who is Supervisor of the third shift at Nashua Plant. "It would help them in their positions of dealing with children," Connie added.

Graphoanalysis, the study of handwriting, has been Connie's major hobby for 2½ years. "At this point, I'm not sure I have a hobby any more so much as the hobby has me!"

Connie used to be a gal of many hobbies — sewing, cooking, various handicrafts, along with raising four children and managing her home.

"It was because of a foster child that graphoanalysis intrigued me in the beginning," she says. "Noting a drastic change in the school work, I investigated. I found out how true the connection between the brain and your hand is—when you are tired, you certainly do not write the same as when you are peppy.

"By accident, I discovered I could learn the science by correspondence course, which took two years of hard plugging. Later I added a local course in psychology to give more insight into human nature. It didn't take long for others to ask if they could have their handwriting analyzed, and it seemed from then on I was in business."

Since the Stinchfield children are nearly grown, Connie has been working as a dental assistant, but graphoanalysis takes every spare minute otherwise. She has lectured before organizations and on a radio program over WSMN. She also writes columns in two weekly newspapers, one in Nashua and one in Concord.

"I'm often asked if I have analyzed my husband's writing and I must admit to 'yes' for an answer," Connie reveals. "We've had a happy marriage for nearly 24 years, however, and I know him pretty well without analyzing!

"The analysis helps us at home by knowing our children's individuality enough to cope with daily situations in what we feel is a better manner than we might have in the past.

"Graphoanalysis reveals the thinking patterns of a person so clearly that it is an asset wherever it is used. It has proved to be an efficient tool to the doctor, lawyer, minister, priest, personnel man, teacher, and psychologist—just to name a few."

Connie recently attended an International Graphoanalysis Society Congress in Chicago. There a psychiatrist testified how graphoanalysis is an aid in reaching the disturbed person.

Yankee Magazine, a publication about the New England states, published an article about Connie recently (see photo) under the heading of small businesses and crafts. She received and answered inquiries from people throughout the nation. Another major magazine is planning an additional article about her.

"I could not have progressed without the husband I have," says Connie. "He knew my deep desire to learn graphoanalysis and has helped me every bit of the way."



Connie and Dick look at the article in Yankee Magazine in the living room of their home.

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