



GUSTIN-BACON MANUFACTURING COMPANY

210 WEST TENTH STREET, KANSAS CITY 5, MISSOURI

February 19, 1960

Please reply to:
777 Fourteenth Street, N.W.,
Washington 5, D. C.
EXecutive 3-1355

Colonel Stanley Grogan
Central Intelligence Agency
East Building
2430 E Street, N.W.
Washington, D. C.

Dear Colonel Grogan:

The Gustin-Bacon Manufacturing Company is a primary manufacturer of fiberous glass products. One of these products is a molded fiberous glass pipe covering that is being used on the new CIA Building at Langley, Virginia.

Quarterly, we mail out a company publication known as the Pictorial Review. This publication is sent to distributors and contractors in the industrial insulation field. It is also sent to all architectural and mechanical engineering firms in the United States. This publication contains photographs of outstanding buildings in which our products have been used as well as general information that is of interest to people in the industrial insulation field.

We would like to request permission to use an architect's sketch of the CIA Building as well as have photographs taken of mechanics installing pipe covering on the job.

In order to give you an idea of what our publication is like and how these photographs would be used, I have taken the liberty of enclosing two of these publications.

A representative from our advertising agency in Kansas City, Missouri, as well as a photographer will be in Washington on Wednesday afternoon, February 24th. If at all possible, we would like to request permission for photographs to be taken at that time.

If it is not feasible to take photographs, we would still like permission to use the architect's sketch. Should you desire to review a layout of this Pictorial Review prior to publication, we will be happy to furnish you with a copy.

Sincerely yours,

GUSTIN-BACON MANUFACTURING COMPANY

R. L. Strickland
R. L. Strickland
Sales Engineer

C. J. White approves

STAT

Note:
Copy of arch.
view of new bldg.
was sent to
STAT: klin on
2-24-60.
abi

FEB 23 REC'D

AUG 27 1959



PICTORIAL REVIEW

Thermal and Acoustical Glass Fiber Insulation • Molded Glass Fiber Pipe Insulation • Pipe Couplings and Fittings • Railroad Products

VOLUME 2—NO. 3

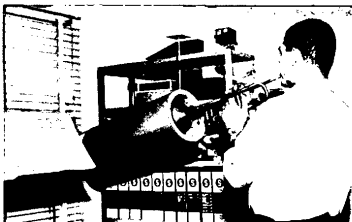
Published by Gustin-Bacon Manufacturing Co., 210 W. 10th St., Kansas City, Mo.

THIRD QUARTER, 1959

G-B PERSONALITY



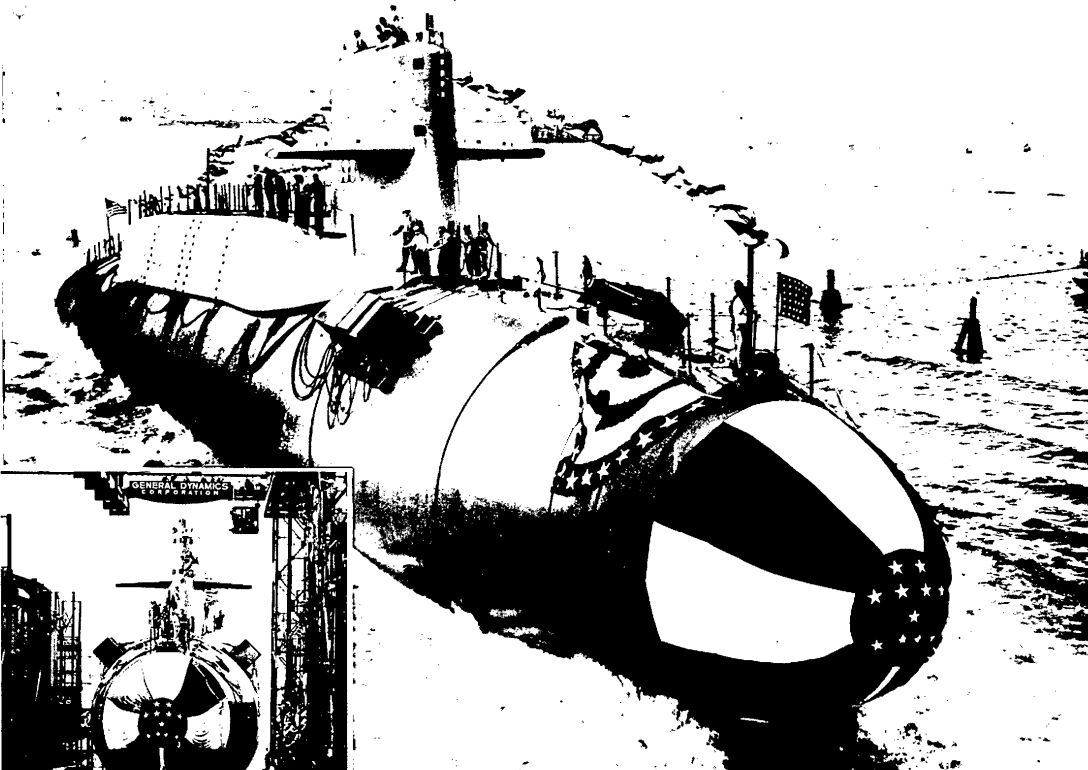
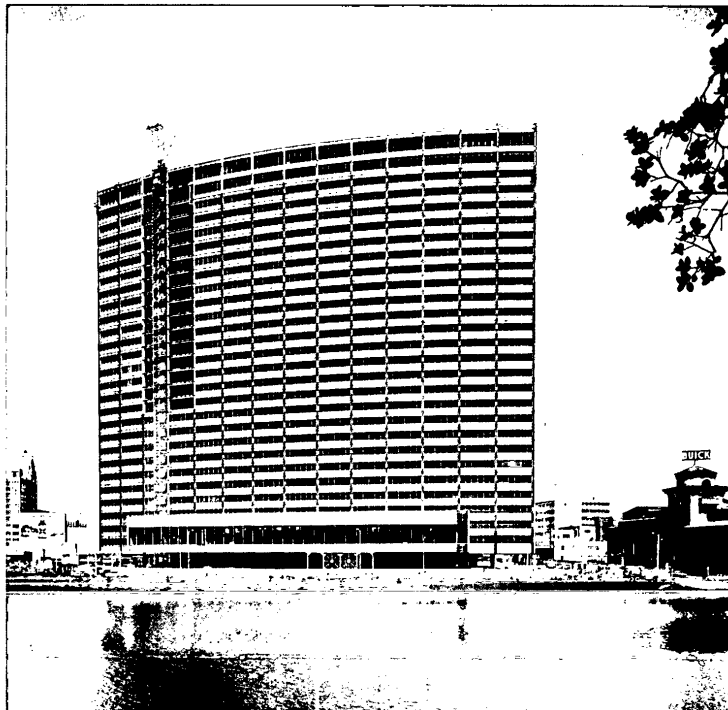
RAYMOND B. CREAN is vice president and treasurer of Gustin-Bacon. Prior to joining G-B in 1958, he was president of Reflectal Corporation, a subsidiary of Borg-Warner. His business experience covers many fields—from light consumer goods to the heavy capital goods industry; from sales to engineering; from financial management to product development. He is a past president of the Systems & Procedures Association of America. Away from the office, Mr. Crean enjoys a game of golf or a session with paint brush and palette.



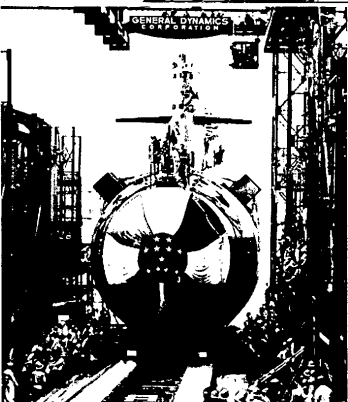
ANOTHER "THINKING MAN" WHO DEPENDS ON G-B GLASS FIBER ACOUSTICAL INSULATIONS. A band leader? No, he's an Oakland architect who likes to practice his instrument and still stay on good terms with his neighbors. His homemade sound trap is an 8" x 24" piece of G-B Duct, the round prefabricated glass fiber duct pioneered by Gustin-Bacon. By his own measurement, the sound level is reduced 17 decibels (108 db to 91 db) when he hits high C full blast. Do we think everybody should use G-B Duct as a sound trap. No, but we do feel that every thinking man will discover for himself the outstanding acoustical and thermal efficiency of G-B Duct.



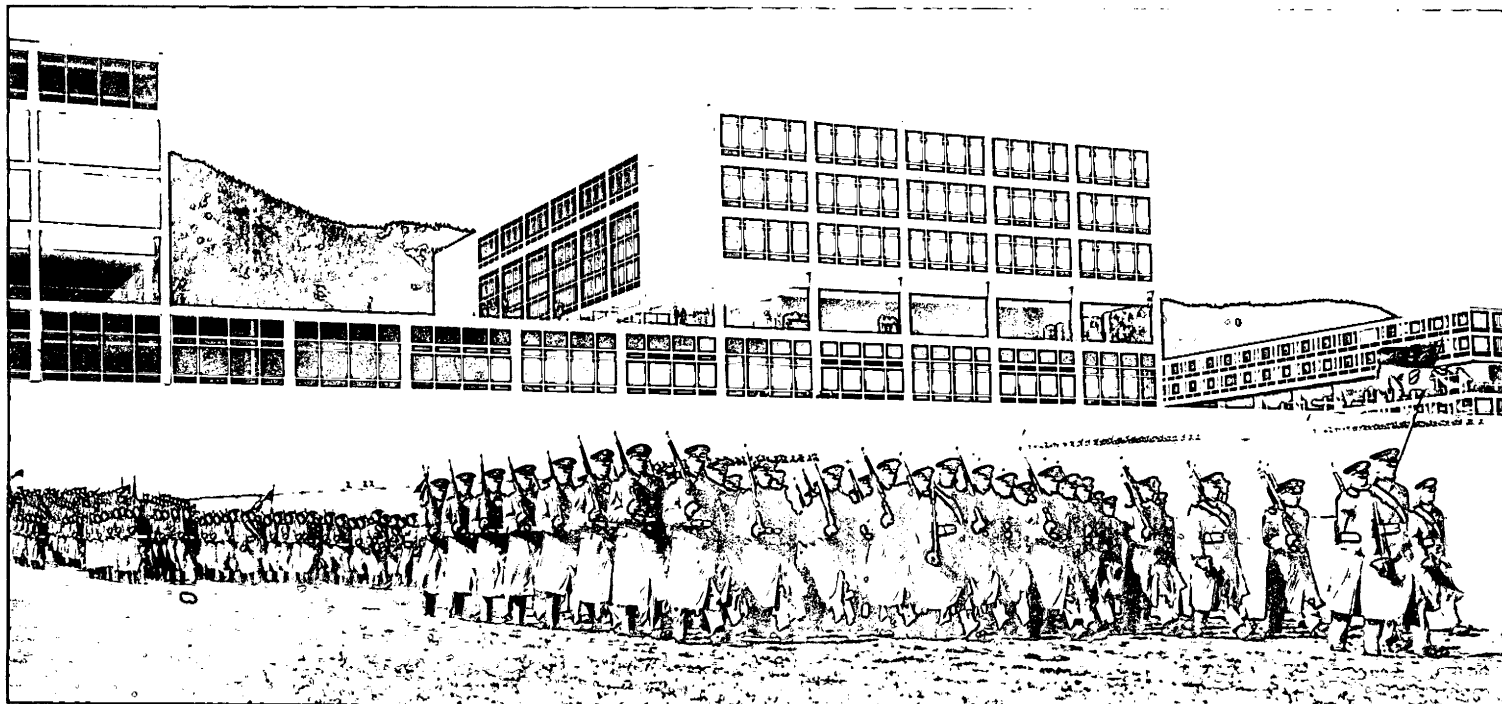
NEW LANDMARK FOR THE GOLDEN GATE AREA is the Kaiser Center in Oakland. Nearing completion is the Center office building—largest west of Chicago. Exterior facing of the 28 story building is gray and gold aluminum and glass. Kawneer, Inc., fabricators of the aluminum panels, used cut-to-size foil faced Ultralite #100 as curtain wall insulation. Lightweight Ultralite provides excellent thermal and acoustical protection, is easily and economically applied in curtain wall sections (as shown in above photo). Architects & Engineers: Welton Becket & Assoc.; Mechanical Engineers: Dudley Deane & Associates; Structural Engineers: Murray Erick Associates; General Contractor: Robert E. McKee; Ultralite supplied by: Western Fibrous Glass Products, San Francisco.



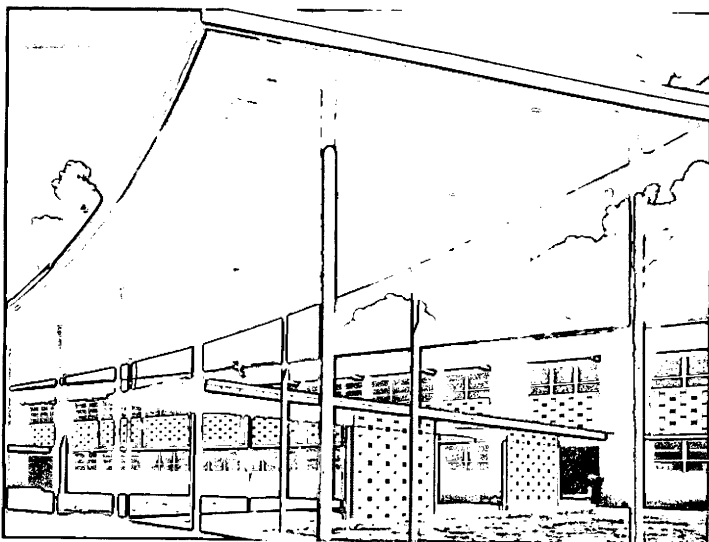
NAVY'S FIRST POLARIS MISSILE FIRING SUBMARINE is the George Washington, launched at Groton, Conn., this summer. Electric Boat, division of General Dynamics Corp., and builder of the vessel, used G-B Snap*On and Ultralite as thermal and acoustical insulation to protect comfort of the crew.



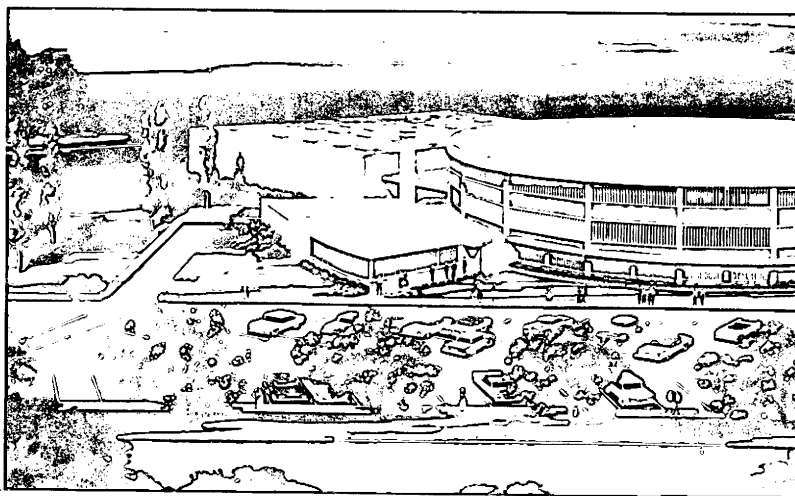
For the Nation's New Schools, G-B Insulation



Air Force Academy—Colorado Springs, Colorado Architect/Engineer: Skidmore, Owings & Merrill Electrical & Heating Engineer: Syska & Hennessey, Inc. Acoustical Engineer: G-B Insulation Products Supplied By: Gene Wright Lumber Co., Denver; Western Fibrous Glass Products, San Francisco; Ball Distributing & Eng.

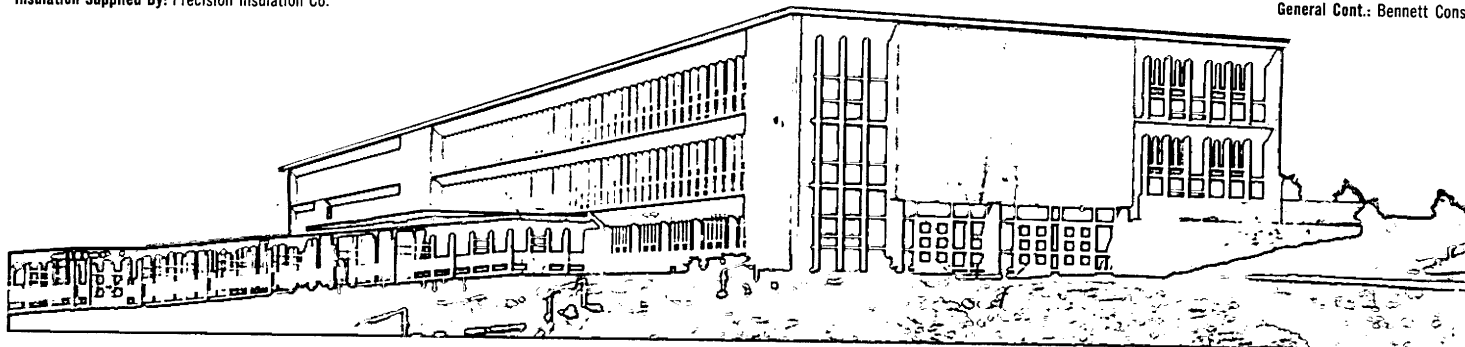


San Jacinto Junior High School—Texas
Architect/Engineer: Coleman and Rolfe
General Contractor: Marshal Construction Co.
Insulation Supplied By: Precision Insulation Co.

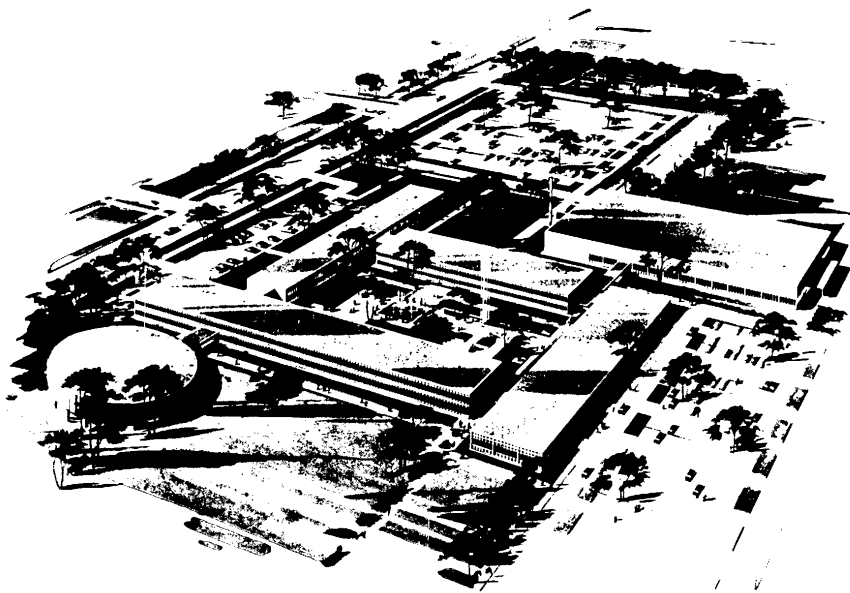


Orville Wright Junior High School—Tulsa, Okla. Architect: Leon B. Senter, FAIA Engineer: John Penafeather Mech. Eng.

Shawnee Mission East High School, Kansas City, Mo.
Architects: Neville, Sharp & Simon;
Perkins & Wills
Mech. Eng.: Scott and Kinney
General Cont.: Bennett Construction Co.

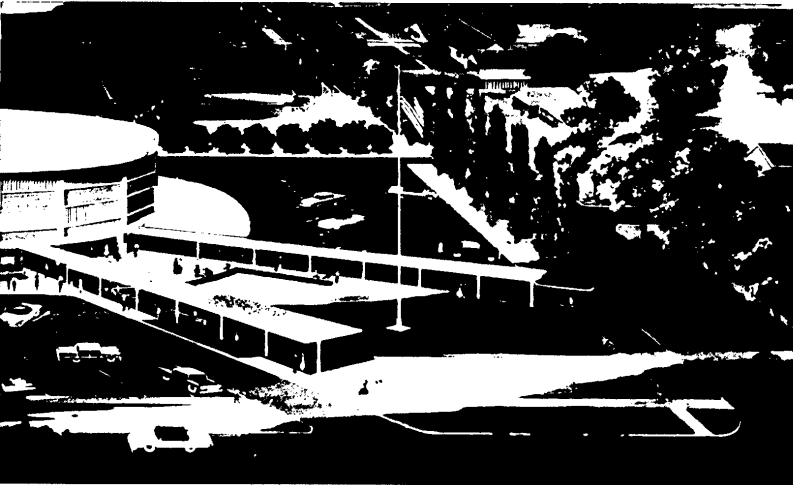


ns Are Rated "At the Head of Their Class"



Thornridge High School—Dolton, Illinois
Architects: Samuelson & Sandquist
Mech. Engineer: W. E. Weitman & Co.
General Contractor: Corbetta Construction Co.
Insulation Contractor: Culberg Asbestos & Cork Co.

al Engineers: Bolt, Beranek & Newman
r. Co., Tulsa



F. H. Black Jr. High—Houston, Texas
Mech. Cont.: Robischung-Kiesling Insulation Cont.: Precision Supply Co.

anical Cont.: Easley Plumbing Co. Insul. Cont.: United Engineering Insul. Supplied By: Ball Engineering & Dist. Co.



Bendwood Elementary School, Houston, Texas Architect: H. C. Will and Koetter and Tharp, AIA Mechanical Contractor: Glenn H. Engbrock, Inc. Acoustical Contractor: Straus Frank Company



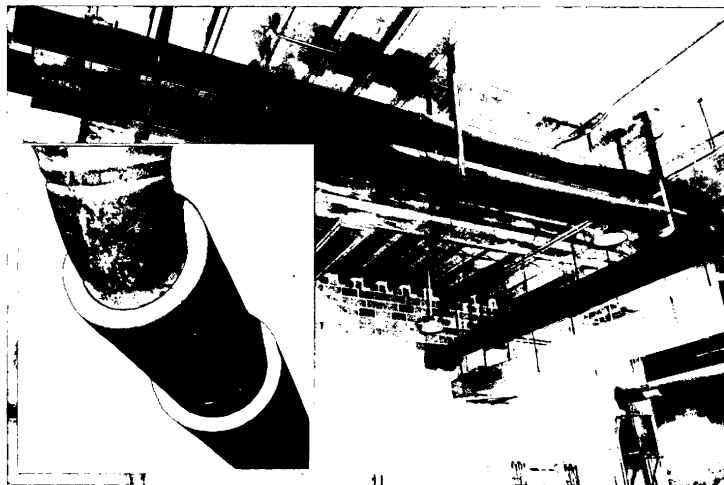
NEW GLASS FIBER DUCT LINER CONFORMS TO STRICTEST FIRE CODES. ULTRALITE®, Gustin-Bacon's well-known glass fiber duct liner, is now available at no extra cost with a newly developed and approved gray fire resistant coating. The new product carries a flame spread classification of less than 25 and complies with all the requirements of the National Bureau of Fire Underwriter's Bulletin #90-A and B, and the strictest fire codes everywhere. It is the only duct liner that carries an Underwriters' Laboratories label . . . the only liner permanently stamped with density and flame spread classification . . . the only liner made exclusively of long textile-type glass fibers . . . the only liner with a 12-year history of trouble-free performance.



TESTED AND APPROVED — Every type and size of G-B Flexite air brake valve gasket is tested for uniformity and flexibility on the air brake test rack (above). The rack, same type used in railroad air brake shops throughout the country, assures G-B's railroad customers of quality products every time. Gustin-Bacon's complete line of supplies for the railroad industry will be on display at the ARSA Convention in Chicago next month.



NO DEHUMIDIFIERS NEEDED—with the new "No-Vent" electric clothes dryer manufactured by the Maytag Company, Newton, Iowa. Pre-cut sections of 2" thick, foil faced G-B Ultralite surround the drum casing to provide a sealed-in drying climate . . . keep heat and moisture inside dryer . . . out of the kitchen.



G-B SNAP*ON PROTECTS PERISHABLES — AND HAS BEEN FOR FIVE YEARS at the U. S. Cold Storage Co.'s Fort Worth plant. To maintain the -10° to -20° F temperatures required for food storage. The Bracken Co., G-B Fort Worth distributor, used two layers of $1\frac{1}{2}$ " thick G-B Snap*On and some ingenuity in developing a sound application specification for the insulation of 10" suction and brine lines. The inner layer was coated with hot asphalt and held in place with copper clad wires. Seams were sealed with strips of 15# felt hot mopped in place. The outer layer of vapor barrier jacketed G-B Snap*On was secured by stapling and sealed by hot mopping. End and longitudinal joints were staggered. The high thermal efficiency of G-B Snap*On resulted in an outstanding insulation application.



VOLKSWAGEN TRAIN rolled up record sales of G-B Duct for Ashburn Supply Co., Culver City, Calif. The Southern California heating and air conditioning distributor equipped four vans with display panels and turntables—took their sales room to the customer. According to Don Starr, sales manager, the program resulted in "tremendous amount of dealer interest and orders for accessory items." Ashburn's supplier of G-B Duct and Ultralite insulation is Western Fibrous Glass Products Co., G-B Los Angeles distributor.

G - B DISTRIBUTORS

*Handle Ultralite and G-B Snap*On †Handle G-B Duct

AKRON, Ohio, The Asbestos Supply Co.*†
 ALBANY, Ga., Industry Insulation Co.*†
 ALBANY, N. Y., Hudson Valley Asbestos Corp.*†
 ALBUQUERQUE, N. M., Mt. States Insulation Co.*†
 AMARILLO, Tex., McDonald Engineering & Insulation Co.*
 Morrison Supply Co.†
 ATLANTA, Ga., Reynolds Aluminum Supply Co.*†
 The Thompson Company†
 AUGUSTA, Ga., Noland Company†
 AUSTIN, Texas, Cinbar Engineering Co.*
 BALTIMORE, Md., Leroy Insulation Co.*†
 BEAUMONT, Tex., Solar Supply Company†
 BILLINGS, Mont., Big Horn Supply, Inc.*†
 BIRMINGHAM, Ala., Hart-Newsome Co.†
 Hart-Greer, Inc.†
 Shook & Fletcher Supply Co.*†
 Reynolds Aluminum Supply Co.*†
 BOSTON, Mass., Homans-Kohler, Inc.*†
 BUFFALO, N. Y., Industrial Insulation Sales, Inc.*†
 North Star Supply Company†
 CHARLESTON, W. Va., Baldwin Asbestos Prod. Co.*
 Dunbar Metal & Sup. Co., Inc.†
 CHARLESTON HEIGHTS, S. C., Stafford Insulation Co.*†
 CHATTANOOGA, Tenn., Noland Co.†
 CHICAGO, Ill., E. C. Carlson Co.*†
 Culberg Asbestos & Cork Co.*†
 CHILLICOTHE, Ohio, Southern Ohio Insulating Co.*†
 CLEVELAND, Ohio, Ohio Asbestos & Insulation Co.*†
 COLUMBIA, S. C., Industrial Insulation,
 Div. of Richland Oil Co.*
 COLUMBUS, Ohio, Santeier Brothers*†
 Culberg of Ohio†
 CORPUS CHRISTI, Tex., Precision Insulation Co.*†
 DALLAS, Tex., Morrison Supply Co.*†
 Payne-Ladewig, Inc.*†
 DAVENPORT, Iowa, Republic Electric Co.*†
 DECATUR, Ga., Lenox Industries†
 DENVER, Colo., Gene Wright Lumber Co.*†
 Powers Industrial Insulation, Inc.*
 DES MOINES, Iowa, Iowa Asbestos Company, Inc.*†
 DETROIT, Mich., G. L. Johnston Co.*†
 The Walter Rankin Co.*
 EL PASO, Tex., Insulation Specialties Co.*
 ENGLEWOOD, N. J., Englewood Supply Co.†
 ERIE, Pa., Laco Roofing*
 EVANSVILLE, Ind., George Koch Sons, Inc.*†
 FT. SMITH, Ark., Gunn Distributing Co.*
 FT. WAYNE, Ind., M. H. Hill, Inc.*†
 FT. WORTH, Tex., Bracken Co.*†
 GREENSBORO, N. C., Starr Davis Co., Inc.*
 GULFPORT, Miss., Paine Supply Co.*†
 HOUSTON, Tex., Precision Insulation Co.*†
 INDIANAPOLIS, Ind., Central Supply Co.*†
 IRON MOUNTAIN, Mich., Champion, Inc.*
 JACKSON, Miss., Paine Insulation & Supply Co.*†
 JACKSONVILLE, Fla., Eckles Dist. Inc.*
 Ferber Sheet Metal Works*†
 Florida Air Conditioners†
 Reynolds Alum. Sup. Co.*†
 Southern Distributors†
 JOPLIN, Mo., Joplin Cement Co.*
 KANSAS CITY, Mo., Central Supply Co.*†
 Superior Distributing Corp.†
 KEWANEE, Ill., Mechanical Insulation Co., Inc.*†
 KNOXVILLE, Tenn., Holston Air Cond. Corp.†
 LAKE CHARLES, La., Solar Supply Company†
 LAREDO, Tex., Anderson-Surgis Company†
 LITTLE ROCK, Ark., Gunn Distributing Co.*†
 555, Inc.†
 LOS ANGELES, Calif., Thorpe Insulation Co.*
 Western Fibrous Glass Prod. Co.*†
 LOUISVILLE, Ky., General Insulation & Roofing Co.*†
 LUBBOCK, Tex., Morrison Supply Co.†
 MACON, Ga., Industry Insulation Co.*†
 MEMPHIS, Tenn., A. T. Distributors, Inc.†
 John A. Denie's Sons, Co.*
 Gibbons Supply Co.*†
 MIAMI, Fla., Crabtree Insulation Co.*†
 Fiber Duct Dist.†
 Reynolds Aluminum Supply Co.*†
 Southern Metal Products Co.*†
 MILWAUKEE, Wisc., F. R. Dengel Co.*†
 MINNEAPOLIS, Minn., Asbestos Products, Inc.*†
 MYRTLE BEACH, S. C., Air Conditioning Supply†
 NASHVILLE, Tenn., Central Air Cond. & Heating Co.†
 Reynolds Aluminum Supply Co.*†
 NEWARK, N. J., Eastern Steam Specialty Co.*†
 NEW ORLEANS, La., Eagle Asbestos & Packing Co.*†
 Solar Supply Co.†
 NEW YORK, N. Y., Eastern Steam Specialty Co.*†
 NORFOLK, Va., Automatic Equipment Sales Co.†
 OKLAHOMA CITY, Okla., Ball Dist. & Engineering Co.*†
 OMAHA, Nebr., Cardinal Supply & Mfg. Co.*†
 ODESSA, Tex., Morrison Supply Co.†
 ORANGE, Conn., Insulation Supply Co.*†
 PADUCAH, Ky., Triangle Insulation Co.*†
 PASSAIC, N. J., Rai Supply Co.†
 PHILADELPHIA, Pa., John F. Scanlan, Inc.*†
 PHOENIX, Ariz., Kircher Asbestos & Rubber Co.*†
 PITTSBURGH, Pa., Dravo Corp.*†
 RALEIGH, N. C., Reynolds Aluminum Supply Co.*†
 RAPID CITY, S. D., Robbins & Stearns Wholesale*
 RICHMOND, Va., Automatic Equip. Sales Co., Inc.†
 Reynolds Aluminum Supply Co.*†
 ROANOKE, Va., C. E. Thurston Co.*†
 ROCHESTER, N. Y., Rochester Oil Burner Company†
 ROCKFORD, Ill., Mott Brothers Co.*†
 SALT LAKE CITY, Utah, Bullough Asbestos Sup. Co.*†
 SAN DIEGO, Calif., Western Fibrous Glass Prod. Co.*†
 SAN FRANCISCO, Calif., Western Fibrous Glass Prod. Co.*†
 SAVANNAH, Ga., Reynolds Aluminum Supply Co.*†
 SEATTLE Wash., Western Fibrous Glass Products Co.*†
 SHREVEPORT, La., Frith Sales Co.*†
 SOMERVILLE, Mass., Insulation Products, Inc.*
 SOUTH BEND, Ind., Place & Co.†
 ST. LOUIS, Mo., The Stovey Company, Inc.*
 ST. PAUL, Minn., Asbestos Products, Inc.*†
 SULLYVAN, Ill., Lewis David, Inc.*†
 SYRACUSE, N. Y., Burnett Process, Inc.*†
 TALLAHASSEE, Fla., Baker's, Inc.*†
 TAMPA, Fla., Eagle Roofing & Art Metal Works, Inc.*†
 TULSA, Okla., Ball Distributing & Engr. Co.*†
 TUPELO, Miss., Paine Supply Co.†
 VANDERBILT, B. C., Fletcher Brothers, Ltd.*†
 WASHINGTON, D. C., Walter E. Campbell Co., Inc.*†
 WICHITA, Kansas, General Metals, Inc.*
 WINSTON-SALEM, N. C., Air Conditioning Supply†



PICTORIAL REVIEW

Thermal and Acoustical Glass Fiber Insulation • Molded Glass Fiber Pipe Insulation • Pipe Couplings and Fittings • Railroad Products

VOLUME 2 — NO. 4

Published by Gustin-Bacon Manufacturing Co., 210 W. 10th St., Kansas City, Mo.

FOURTH QUARTER, 1959



"PRACTICAL BUILDER" FEATURES G-B DUCT. Use of G-B Duct in "Dudley Square" was the subject of an article in the October, 1959, issue of "Practical Builder". This new \$800,000 cooperative home development—first of its kind in the Shreveport, La., area—has G-B Duct in each of the 20 luxurious homes to insure maximum performance of the air conditioning and heating units.

G-B PERSONALITY



F. H. "PAT" EBBERT—Vice President, Automotive Sales. Mr. Ebbert came to Gustin-Bacon in 1944; served as G-B's liaison with foundries and rubber companies until the close of the war. His previous experience in the automotive industry resulted in his appointment as vice president and sales manager of the company's automotive products division in 1946. Thanks to Pat Ebbert's division, G-B organic and glass fiber products are being used in a large number of the 1960 cars (see page 5).



AIRBORNE "MEALS-ON-WHEELS". Luxury treatment on some of the new jets includes service of piping hot food and drink from "meals-on-wheels" carts produced by Crimsco, Inc. of Kansas City. 2" thick G-B Ultra-fine insulation keeps the interior food compartment hot but exterior metallic surfaces cool to the touch.



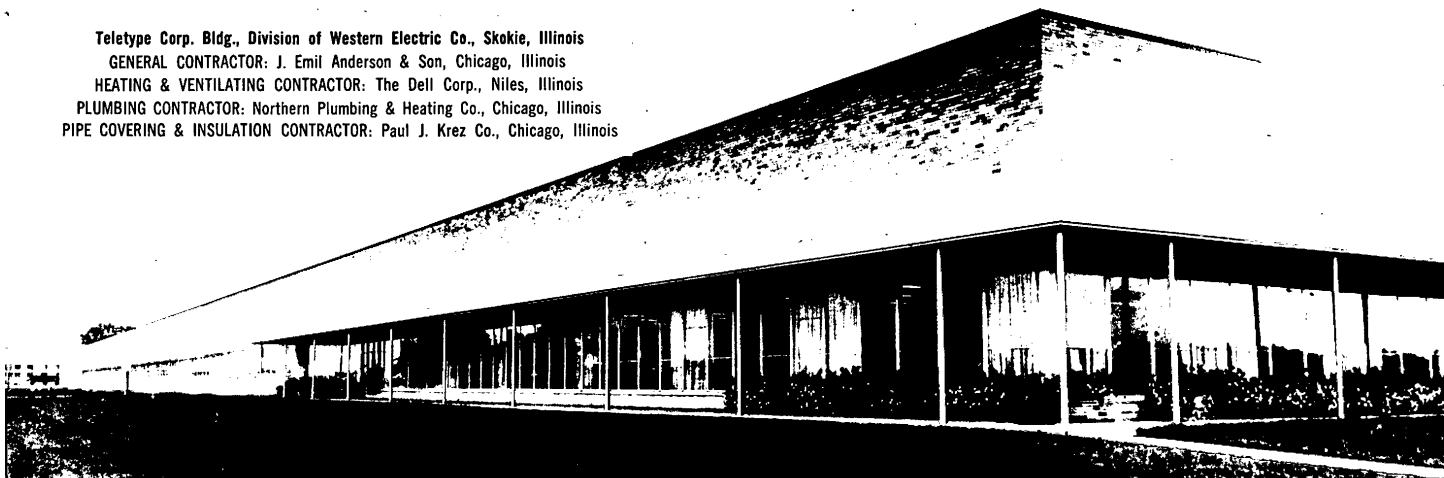
GRACIOUS AND SPACIOUS. This photo speaks for the comfort, beauty and quality of Rod and Reel mobilehomes produced by Macoma Engineering Company, Cypress, California. Typical of the "unseen" quality built into these mobilehomes is G-B Mobilite glass fiber insulation furnished by Miratile Mfg. Co. of Chicago, G-B Mobilite distributor. Macoma has enjoyed a rapid growth since 1952, and now serves 11 western states from its 12-acre plant site.



In Modern New Buildings Throughout the New World, You'll Find G-B Insulations

Here are just a few of the buildings in both North and South America where G-B insulations were recently installed.

Teletype Corp. Bldg., Division of Western Electric Co., Skokie, Illinois
GENERAL CONTRACTOR: J. Emil Anderson & Son, Chicago, Illinois
HEATING & VENTILATING CONTRACTOR: The Dell Corp., Niles, Illinois
PLUMBING CONTRACTOR: Northern Plumbing & Heating Co., Chicago, Illinois
PIPE COVERING & INSULATION CONTRACTOR: Paul J. Krez Co., Chicago, Illinois



Hotel De Turismo, Ciudad De Neiva, Colombia
INSULATION CONTRACTOR: Tecnica Colombiana, S. A.



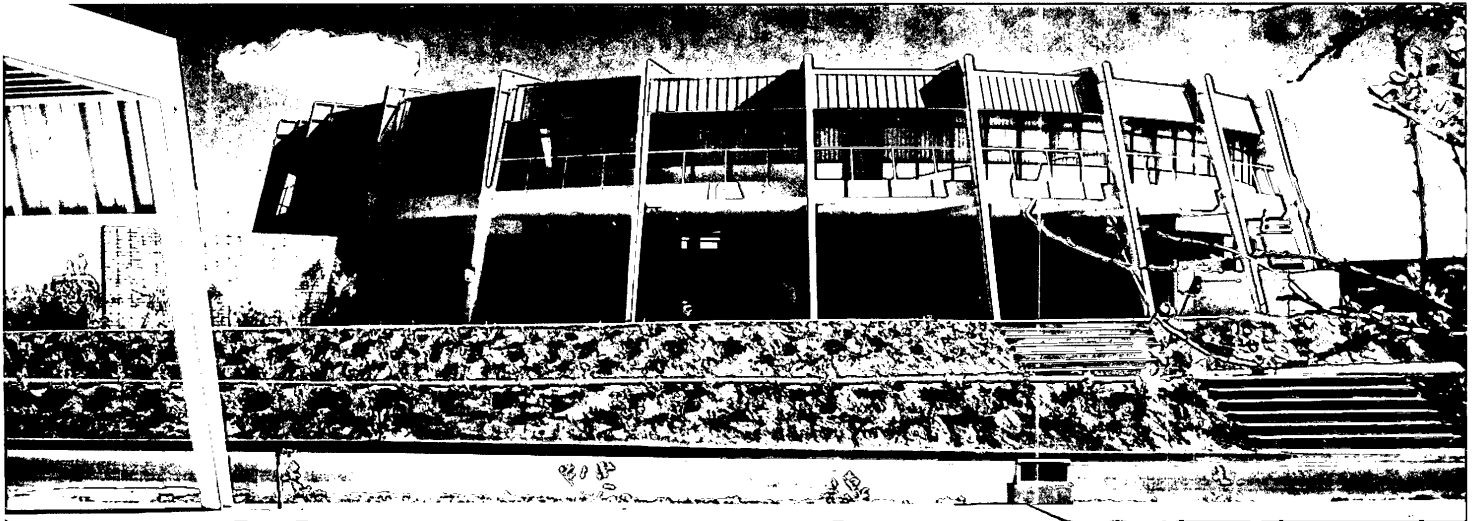
Union Oil Center, Los Angeles

PIPE INSULATING CONTRACTOR: Coast Insulating Products
ARCHITECT & ENGINEER: Charles Luckman Associates ASSOCIATE ARCHITECT: William L. Pereira

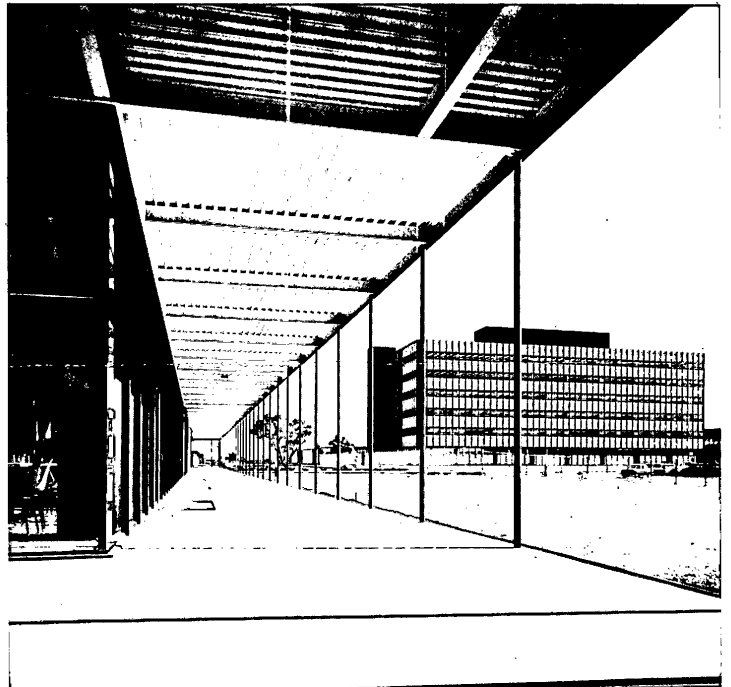


Signal Oil and Gas Company, Los Angeles

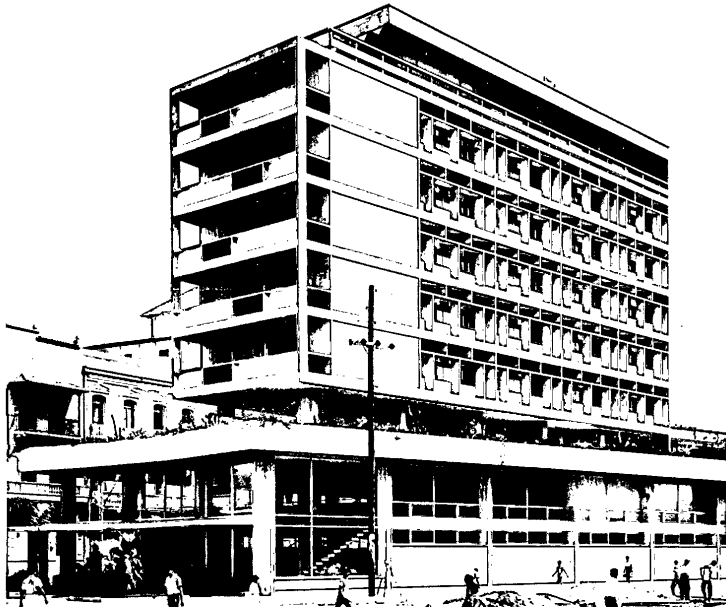
ARCHITECT: Charles Luckman Associates



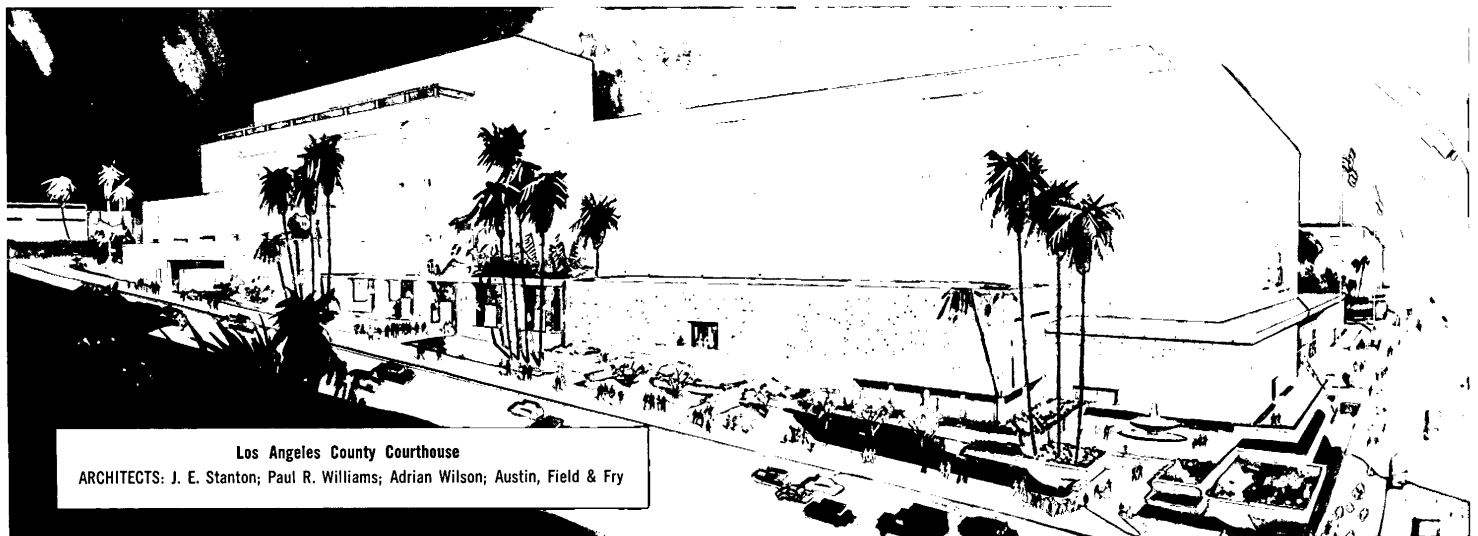
John J. Hopkins College, San Diego County
ARCHITECTS & ENGINEERS: Charles Luckman Associates



Convair Astronautics Facilities, San Diego
ARCHITECT: Charles Luckman Associates
ASSOCIATE ARCHITECT: William L. Pereira



Banco De Bogota, Cartagena, Colombia
INSULATION CONTRACTOR: Tecnica Colombiana, S. A.



Los Angeles County Courthouse
ARCHITECTS: J. E. Stanton, Paul R. Williams, Adrian Wilson, Austin, Field & Fry

G-B DISTRIBUTOR NOW IN 7TH PROGRESSIVE YEAR



Now in its seventh year, Precision Insulation Company, G-B distributor-contractor in Houston, Texas, offers customers a complete stock of Gustin-Bacon glass fiber insulation at the company's Houston headquarters and Corpus Christi branch.

Precision's Houston facilities include modern office and warehouse space (below), conveniently located for rail or truck loading. A fleet of five trucks is ready to serve local customers with prompt delivery of materials.

Precision Insulation offers complete contracting services for any insulation

job, large or small, regardless of temperature involved. Typical of the many large insulation jobs which Precision has installed is the Meyerland area school in Houston (at right).



Insulation Contractor: Precision Insulation Co., Houston

**"30% saving
on handling and
wastage alone
... with
G-B SNAP-ON"**

This experience of an insulation contractor highlights one of the many advantages of G-B SNAP-ON, the original one-piece pipe insulation molded of fine glass fibers:

"When we recently installed about two miles of G-B SNAP-ON and a rigid type insulation, we had a good opportunity to compare the two. Much of the job required dragging insulation through wet, muddy crawl spaces. The way G-B SNAP-ON stood up under this abuse, with practically no waste, convinced me it is the ideal pipe insulation. We figure we saved 30% on handling and wastage alone by using G-B SNAP-ON!"

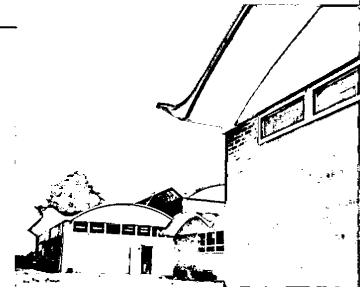
Featherweight 3' and 6' sections of G-B SNAP-ON also cost less to apply! "SNAP"—and the pipe is covered, even in tight spots and close quarters. So outstanding is its thermal efficiency that 1½" G-B SNAP-ON is thermally superior to most 2" insulations—more permanent, too. For your next pipe insulating job, be it large or small, hot or cold, specify G-B SNAP-ON and discover its many outstanding features for yourself!

FOR INFORMATION AND PROMPT DELIVERY
SEE YOUR G-B SNAP-ON DISTRIBUTOR
(LISTED IN THE YELLOW PAGES IN ALL MAJOR CITIES)



Thermal and acoustical glass fiber insulations . . . Molded glass fiber pipe insulation
Couplings and fittings for plain and grooved end pipe

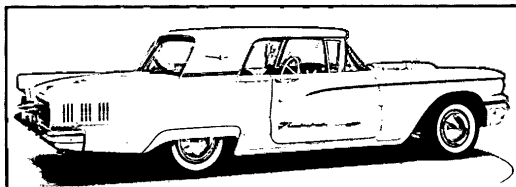
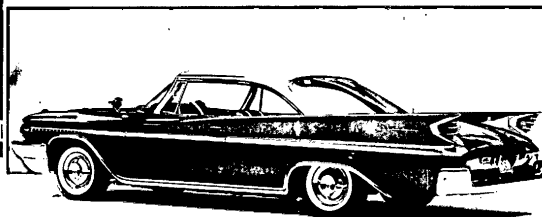
30% SAVINGS ON HANDLING AND WASTAGE ALONE WITH G-B SNAP-ON. Precision Insulation Co. reports they saved 30% on handling and wastage alone when they used G-B SNAP-ON on a recent insulating job at Meyerland area school, Houston, Tex. (see inset for exterior photo of new school). Installation of about two miles of both G-B SNAP-ON and a rigid type insulation allowed good compar-



ison between the two. Much of the job required dragging insulation through muddy, wet crawl spaces. The way G-B SNAP-ON stood up under the abuse is the subject of the ad shown above which will soon appear in several trade publications. (Story of Precision Insulation Co., G-B distributor-contractor in Houston, Texas, at left.)

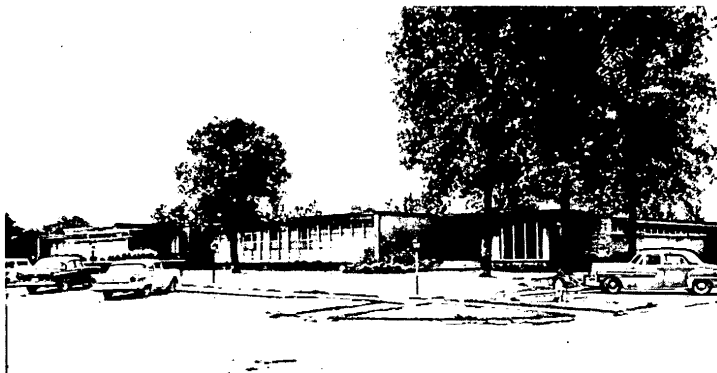
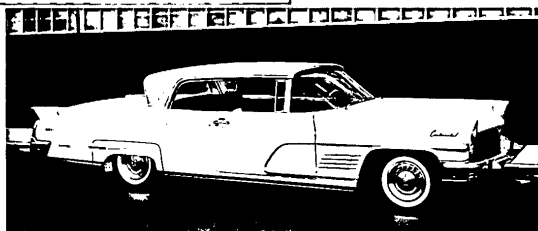
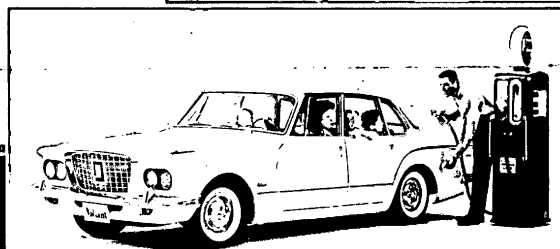
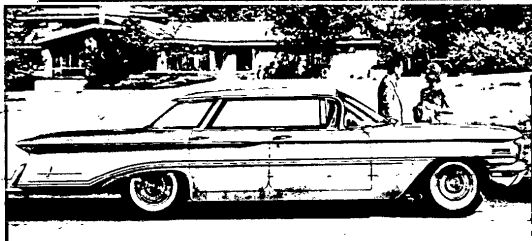
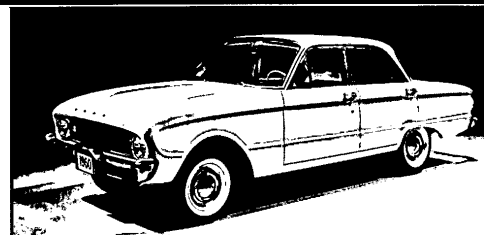
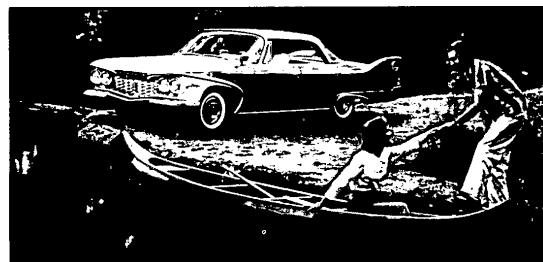


CASH FOR SUGGESTIONS. Gustin-Bacon, like many other companies, pays cash awards for employee suggestions which result in greater production efficiency or an improvement in a product. Three G-B employees whose suggestions for product improvements earned substantial awards are pictured here. Left to right: Harlan Zeller, Ralph Monteil, and Charles Shipley.

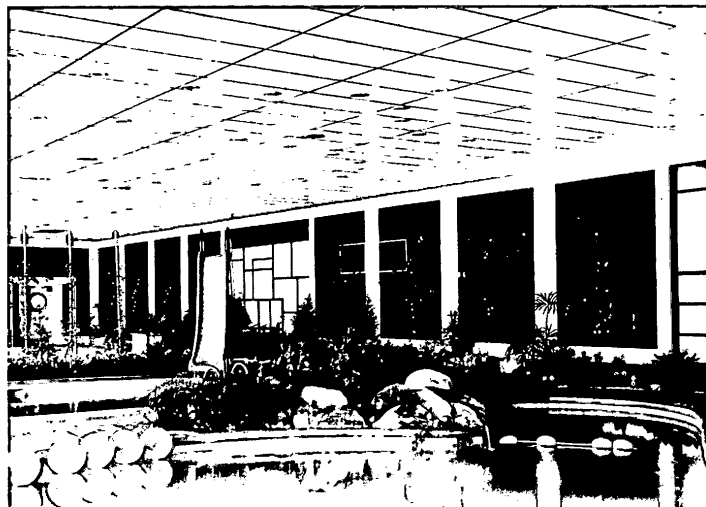


COMPACT OR CAPACIOUS

Gustin-Bacon products of organic and glass fibers, used as insulation and padding, enhance passenger comfort in the smart new '60 line of cars, large or small.



QUIET—HOSPITAL ZONE. 2" blankets of Ultralite provide "built-in quiet" at the Little River Memorial Hospital in Ashdown, Arkansas. In the walls that separate the mechanical equipment room from other parts of the building, Ultralite provides excellent acoustical protection. Patients and hospital personnel in rooms adjoining the equipment room hear virtually no machinery noise—not even the 60-ton water chilling unit. Ultralite was supplied by G-B distributor, Gunn Distributing Co., Little Rock, Arkansas. Architects were Reinheimer & Cox, Texarkana; Mechanical Engineer, Rawland E. Blaylock & Assoc.; Mechanical Contractors, Medling Plbg. & Htg. Co. of Little Rock, and Benco, Inc., Texarkana, Texas.



QUIETLY BEAUTIFUL, BEAUTIFULLY QUIET is this swimming pool showroom of Welding Engineering Company, Westbury, New York. Ultracoustic Ceiling Board minimizes sound reverberation in this large open area while the classic travertine finish adds to the beauty of the unusual display room.



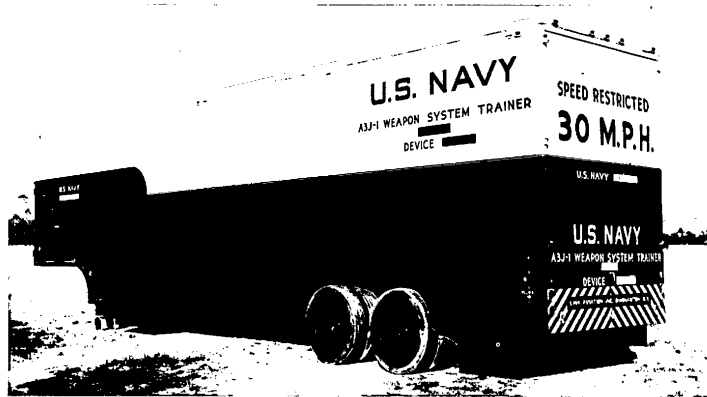
"PLAN WELL" HELPS BARNWELL PLAN WELL. Mr. W. H. Barnwell, sales promotion supervisor at South Carolina Gas & Electric Company's Charleston division, has devised his own method of keeping plans within easy sight and reach. His "Plan Well" consists of a baseboard and a piece of G-B Duct, Gustin-Bacon's round glass fiber duct that is being so well received by the air conditioning trade.



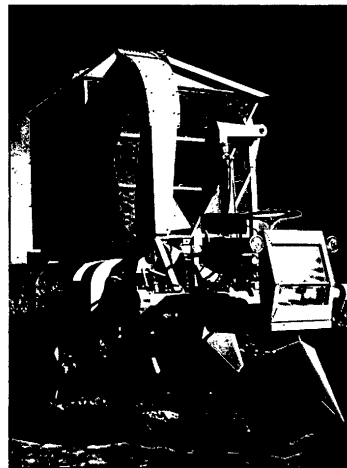
G-B BUILDING INSULATION — A REAL PRIZE— was recently offered in a drawing by Dorrell, Inc., G-B Kansas City building insulation distributor. This G-B home insulation display attracted a great deal of attention in the Kansas City "Parade of Homes." The number of persons signing for the drawing served to build Dorrell's prospect lists for follow-up after the parade.



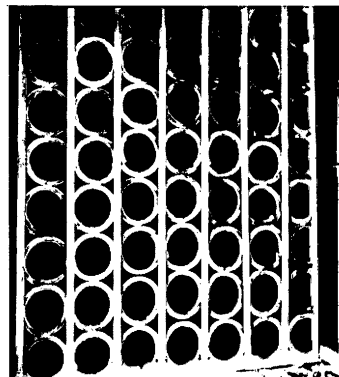
TRAINING COURSE FOR G-B SALES STAFF. To keep sales personnel up to date on new products and methods of application, Gustin-Bacon conducts regular training sessions for members of the sales force. Here E. M. Myers, G-B acoustical specialist, discusses acoustical qualities of G-B Duct—the company's prefabricated round glass fiber duct—with sales representatives. Left to right: Jim Snyder, Paul Hutson, Mr. Myers (in shirtsleeves), Jim Farrell, Dick St. John, and Bill White.



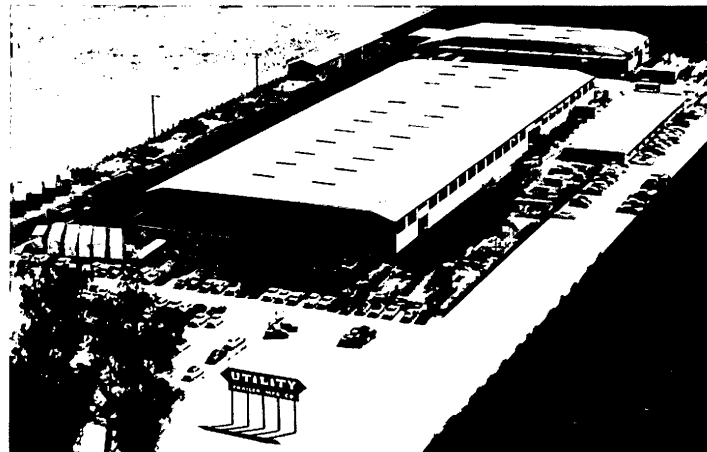
INSIDE, NAVY PILOTS "FLY"—Dorsey Trailers, Elba, Alabama, recently delivered these weapon system trainers to the Navy. Equipped with flight simulators by Link Aviation, Inc., the trailers are fully insulated with G-B Ultralite to provide complete thermal protection from temperature changes encountered in moving the trainers from camp to camp.



QUIETEST COTTON PICKIN' MACHINE IN THE LONE STAR STATE! It's the dry spindle mechanical cotton picker manufactured by K & H Implement Company, Houston, Texas. Why so quiet? Because acoustically efficient G-B Ultracoustic lines the revolving picking drums—cuts down machine noise, increases operator's efficiency.



G-B SNAP*ON ABSORBS EQUIPMENT NOISE in this sound trap application. California contractor, Nelson Refrigeration Company, lined metal frame with 1/2" thick neoprene coated Ultralite No. 300, welded tee bars to bottom frame and inserted sections of 3/4" thick G-B Snap*On resting on the tee bars and held in place at the top by tee bars riveted to the outside frame. This method of application resulted in an extremely efficient acoustical application at a considerable saving.



AMERICA'S OLDEST TRAILER MANUFACTURER is the Utility Trailer Manufacturing Company, whose plant (above) is located at City of Industry, California. A long-time user of G-B Ultrafine for thermal protection of refrigerated trailers, Utility designs and builds a versatile line of trailers for all types of service (including "piggy-back" and "fishy-back") in this modern plant.

G - B DISTRIBUTORS

- *Handle Ultralite and G-B Snap*On †Handle G-B Duct
- AKRON, Ohio, The Asbestos Supply Co.*†
- ALBANY, Ga., Industry Insulation Co.*†
- ALBANY, N. Y., Hudson Valley Asbestos Corp.*
- ALBUQUERQUE, N. M., Mt. States Insulation Co.*†
- AMARILLO, Tex., McDonald Engineering & Insulation Co.*
- Morrison Supply Co.*
- ATLANTA, Ga., Reynolds Aluminum Supply Co.*†
- The Thompson Company†
- AUGUSTA, Ga., Noland Company†
- AUSTIN, Tex., Cinbar Engineering Co.*
- BALTIMORE, Md., Leroy Insulation Co.*†
- BANGOR, Me., Eastern Glass Co.*†
- BATON ROUGE, La., Eagle Asbestos & Packing*†
- BEAUMONT, Tex., Solar Supply Company*†
- BILLINGS, Mont., Big Horn Supply, Inc.*†
- BIRMINGHAM, Ala., Hall-Newsome Co.†
- Hart-Greer, Inc.†
- Shook & Fletcher Supply Co.*†
- Reynolds Aluminum Supply Co.*†
- BORGER, Tex., Western Chemical & Supply Co.*†
- BOSTON, Mass., Homans-Kohler, Inc.*†
- BRUNSWICK, Ga., Baker Bros.*†
- BUFFALO, N. Y., Industrial Insulation Sales, Inc.*†
- North Star Supply Company†
- CHARLESTON, S. C., Baker Bros.*†
- CHARLESTON, W. Va., Baldwin Asbestos Prod. Co., Inc.†
- Dunbar Metal & Supply Co., Inc.†
- CHATTANOOGA, Tenn., Noland Co.†
- CHICAGO, Ill., E. C. Carlson Co.*†
- Culberg Acoustics & Cork Co.*†
- CHAMPAIGN, Ill., Lewie Davison Co.*†
- CHILlicothe, Ohio, Southern Ohio Insulating Co.*
- CLEVELAND, Ohio, Ohio Asbestos & Insulation Co.*†
- COLUMBIA, S. C., Industrial Insulation Co.*
- COLUMBUS, Ohio, Santeler Brothers*†
- Culberg of Ohio*†
- CORPUS CHRISTI, Tex., Precision Insulation Co.*†
- DALLAS, Tex., Payne-Ladewig, Inc.*†
- DAYTON, Ohio, Republic Electric Co.*†
- DECATUR, Ga., Lenox Industries*†
- DENVER, Colo., Gene Wright Lumber Co.*†
- Powers Industrial Insulation, Inc.*†
- DES MOINES, Iowa, Iowa Asbestos Company, Inc.*†
- DETROIT, Mich., G. L. Johnson Co., Inc.*†
- The Walter Rankin Co.*
- EL PASO, Tex., Insulation Specialties Co.*
- M & M Refrigeration & Supply Co.*
- ENGLEWOOD, N. J., Englewood Supply Co.*†
- ERIE, Pa., Laco-McMullen Co.*†
- EVANSVILLE, Ind., George Koch Sons, Inc.*†
- FALCONER, N. Y., Laco Roofing*†
- FT. SMITH, Ark., Gunn Distributing Co.*†
- FT. WAYNE, Ind., M. H. Hill, Inc.*†
- FT. WORTH, Tex., Bracken Co.*†
- GAINESVILLE, Fla., Superior Insulation*†
- GREENSBORO, N. C., Starr Davis Co., Inc.*
- GULFPORT, Miss., Paine Supply Co.*†
- HOUSTON, Tex., Precision Insulation Co.*†
- INDIANAPOLIS, Ind., Lyon Lumber & Supply*†
- IRON MOUNTAIN, Mich., Champion, Inc.*
- JACKSON, Miss., Paine Refrigeration & Supply Co.*†
- JACKSONVILLE, Fla., Baker Bros.*†
- Eckles Dist., Inc.*
- Ferber Sheet Metal Works*†
- Florida Air Conditioning*†
- Reynolds Alum. SUP. CO.*†
- Southern Distributors†
- JOPLIN, Mo., Joplin Cement Co.*†
- KANSAS CITY, Mo., Central Supply Co.*†
- Superior Insulating Corp.†
- KEWANEE, Ill., Mechanical Insulation Co., Inc.*
- KNOXVILLE, Tenn., Holston Air Cond. Corp.†
- LAKE CHARLES, La., Solar Supply Company*†
- LAREDO, Tex., Andersons Organics Company†
- LITTLE ROCK, Ark., Gunn Distributing Co.*†
- 555, Inc.†
- LOS ANGELES, Calif., Western Fibrous Glass Prod. Co.*†
- LOUISVILLE, Ky., General Insulation & Roofing Co.*†
- LUBBOCK, Tex., Superior Eng. Etc. Co.*†
- Mechanical Equipment*†
- Morrison Supply Co.*†
- MACON, Ga., Industry Insulation Co.*†
- MEMPHIS, Tenn., A. T. Distributors, Inc.†
- Florida Densite Sons, Co.*
- Gibbons Supply Co.*
- MIAMI, Fla., Fiber Duct Dist.†
- Reynolds Aluminum Supply Co.*†
- Southern Metal Products Co.*
- MILWAUKEE, Wis., F. R. Deigel Co.*
- MINNEAPOLIS, Minn., Asbestos Products, Inc.*†
- MOBILE, Ala., Shook & Fletcher Supply Co.*†
- MONTGOMERY, Ala., Shook & Fletcher Supply Co.*†
- MOOREHEAD, Minn., Fargo-Moorehead Insulation Co.*
- MURFREESBORO, Tenn., Western Insulation Supply*†
- NASHVILLE, Tenn., Central Air Cond. & Heating Co.*†
- Reynolds Aluminum Supply Co.*†
- NEWARK, N. J., Eastern Steam Specialty Co.*†
- NEW ORLEANS, La., Eagle Asbestos & Packing Co.*†
- Solar Supply Co.†
- NEW YORK, N. Y., Eastern Steam Specialty Co.*†
- NORFOLK, Va., Automatic Equipment Sales Co.†
- NORTH PLAINFIELD, N. J., United Supply Co.†
- ODESSA, Tex., Morrison Supply Co.*†
- Western Chemical & Supply Co.*†
- OKLAHOMA CITY, Okla., Ball Dist. & Engineering Co.*†
- OMAHA, Neb., Cardinal Supply & Mfg. Co.*†
- ORANGE, Conn., Insulation Supply Co.*†
- ORLANDO, Fla., Baker Bros.*†
- PADUCAH, Ky., Triangle Insulation Co.*
- PASCAGOULA, Miss., Shook & Fletcher Supply Co.*†
- PASSAIC, N. J., Ral Supply Co.†
- PHILADELPHIA, Pa., John F. Scanlan, Inc.*†
- PHOENIX, Ariz., Kircho Asbestos & Rubber Co.*†
- PITTSBURGH, Pa., Keystone Div., Dravo Corp.*†
- PORTLAND, Me., Eastern Glass Co., Inc.*†
- PORTLAND, Ore., Western Fibrous Glass*†
- RALEIGH, N. C., Reynolds Aluminum Supply Co.*†
- RAPID CITY, S. D., Robbins & Stearns Wholesale*†
- RICHMOND, Va., Automatic Equip. Sales Co., Inc.*†
- Reynolds Aluminum Supply Co.*†
- ROANOKE, Va., C. E. Thurston Co.†
- ROCHESTER, N. Y., Rochester Oil Burner Company†
- ROCKFORD, Ill., Mott Brothers Co.*†
- SALT LAKE CITY, Utah, Bullough Asbestos Sup. Co.*†
- SAN ANTONIO, Tex., San Antonio Mach. & Supply Co.*†
- SAN DIEGO, Calif., Western Fibrous Glass Prod. Co.*†
- SAN FRANCISCO, Calif., Western Fibrous Glass Prod. Co.*†
- SAVANNAH, Ga., Baker Bros.*†
- Reynolds Aluminum Supply Co.*†
- SEATTLE, Wash., Western Fibrous Glass Prod. Co.*†
- SHREVEPORT, La., Frith Sales Co.*†
- SOMERVILLE, Mass., Insulation Products, Inc.*
- SOUTH BEND, Ind., Conditioned Air Div., Place & Co.†
- ST. LOUIS, Mo., The Stovey Company, Inc.*
- ST. PAUL, Minn., Asbestos Products, Inc.*†
- GULLMAN, Ill., Lewie David
- SYRACUSE, N. Y., Burnett Process, Inc.*†
- TALLAHASSEE, Fla., Baker's, Inc.*†
- TAMPA, Fla., Eagle Roofing & Art Metal Works, Inc.*†
- TULSA, Okla., Ball Distributing & Engr. Co.*†
- TUPELO, Miss., Paine Supply Co.*†
- VALDOSTA, Ga., Baker Bros.*†
- WASHINGTON, D. C., Walter E. Campbell Co., Inc.*†
- WICHITA, Kansas, General Metals, Inc.*
- WINSTON-SALEM, N. C., Air Conditioning Supply†