FILE NAME: Hampshire (HAMP)

DATE: 0000

DOC#: HAMP102

DOCUMENT DESCRIPTION: Company Publication - Hampshire: 50 Years of Doing it Better

HAMPSHIRE

50 YEARS OF DOING IT BETTER

PLAINTIFF'S EXHIBIT
tabbies'
Hamp-13

THIS WE BELIEVE



About 10 o'clock one Saturday night not long ago fire damaged a restaurant on the outskirts of Baltimore. As soon as the fire was put out, the owner called a Hampshire official. "I want to reopen as soon as possible," he said. "How can Hampshire help me?" Within 20 minutes our man was at the scene to survey the damage. Then he started to make phone calls. He discovered some channel iron, the right size, that was available on a nearby project we were about to start. He went to our warehouse and found enough acoustical tile of the right pattern and color to replace the damaged ceiling. By 8 o'clock Sunday morning a Hampshire crew, with the needed material, was at work. The restaurant opened Monday morning.

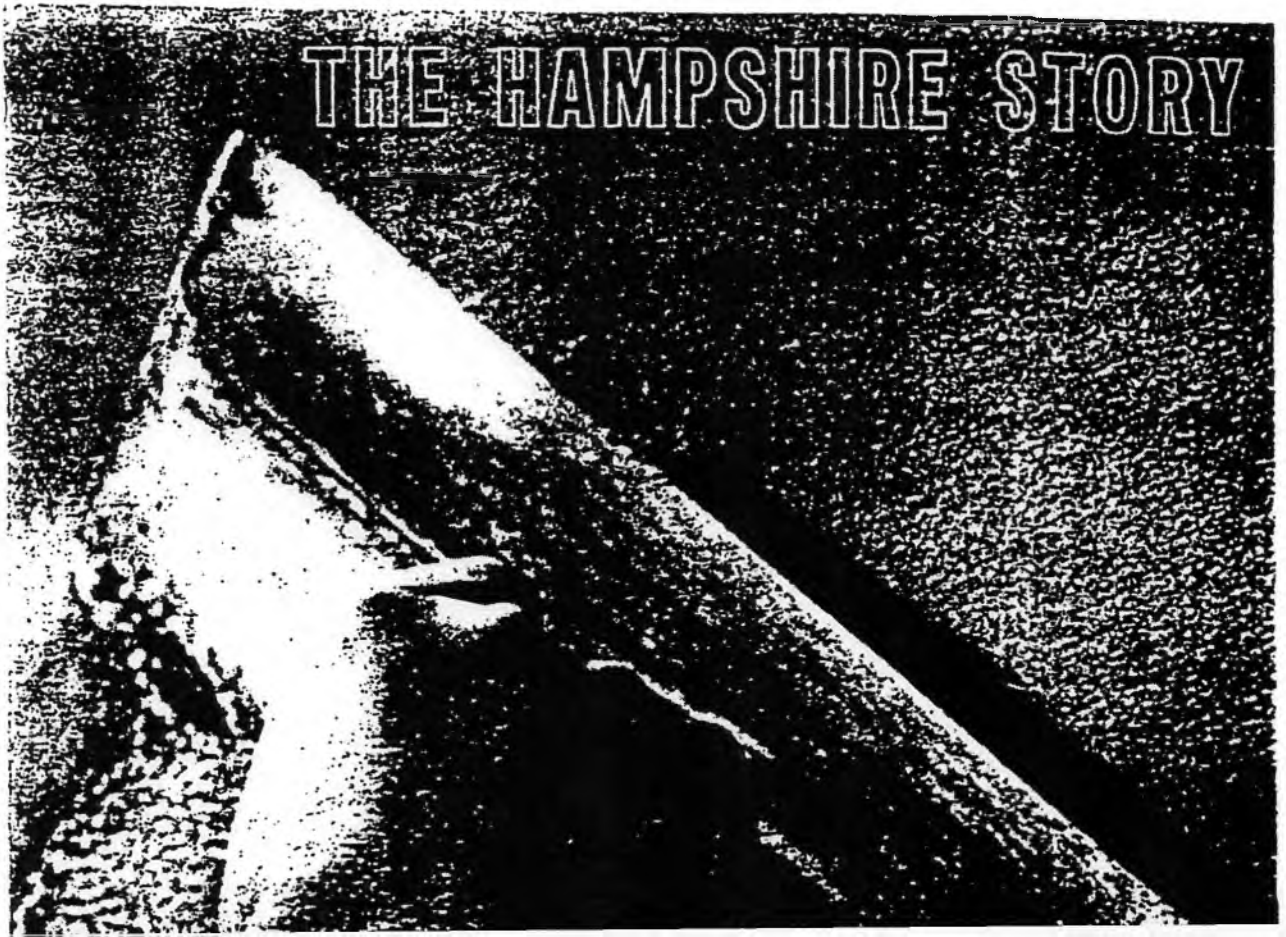
We, of course, are not always called upon to respond in such dramatic fashion, but we are always willing to do what we can to help our customers at any time, whether it is an emergency or not. We are proud of our service and the reputation we have achieved because of it.

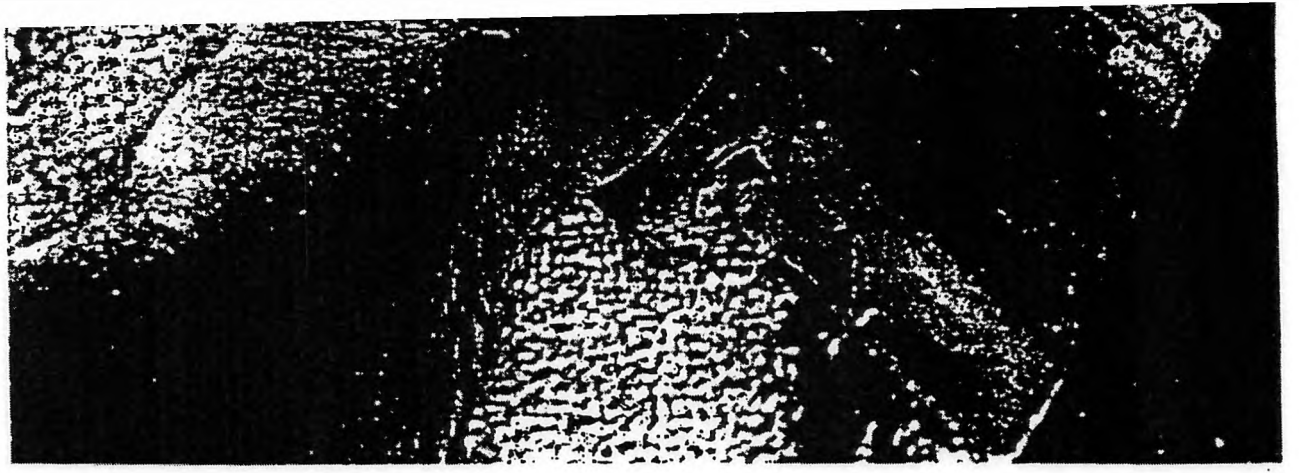
proud of the reputation we have maintained since 1911 for keeping our word, and for our

:ork should be done in the best possible way with the best material. When I started in busi-
:d myself to always do the best I could, even if it meant hard work and long hours. I still
e only way to do anything. As an apprentice plasterer I was taught to use enough gypsum
)ver-sand." For fifty years we have always used the best material and not stinted on its use.
till does not "over-sand" in anything it does.

:on of our fiftieth anniversary I want to thank all our customers for the pleasant associations
yed. We have been doing business with many individuals and companies for more than forty
·e value their friendship, confidence and business relationships as our most important asset.
:ard to serving our old customers, and many new ones, in the years that lie ahead.

John A Hampshire


THE HAMPSHIRE STORY



E BEGINNING OUR ORGANIZATION WAS ONE MAN NG WITH HIS HANDS FOR TEN HOURS OR MORE A DAY



"Rainbow Hill" residence for Mr. & Mrs. Walter Brooks, Greenspring Valley, near Baltimore.

The man was John H. Hampshire. He was born on a farm in Baltimore County, Maryland, attended a two-room school and by the time he was eight, could drive a six-mule team. At the age of ten he started out to seek his fortune in a variety of jobs. When he was fourteen a Baltimore neighbor, Charles E. Litsinger, offered him a job as an apprentice to learn the trade of lathing, plastering and cement finishing. The boy started at $3.50 a week, working ten hours a day, six days a week. At the end of the second year he was earning $5 a week, at the end of the third year $7. At first the boy did nothing but scratch and brown, the first steps in plastering. Then he was taught how to mix oyster-shell lime, how to put plaster on the wall, finally how to apply the white finish. Litsinger was a good teacher and a demanding employer. The boy learned his trade well and had a good eye for a straight line. In the evening he would take his drawing board and travel by streetcar to the Maryland Institute (then in the Marsh Market area) where he studied architectural drawing, blueprints and construction.

At the age of seventeen he started working for one of the best plastering contractors in Baltimore. He learned even more about his trade. When he was about twenty-one Mr. Hampshire made the step he had been thinking about for a long time. He went in business for himself. Assets: hard worker, good knowledge of his craft, above average ability, and a burning desire to get ahead. Capital: less than $100.



A.

A. *Cambridge Apartments,*
109 West 23th Street, Baltimore

B. *Lord Baltimore Hotel,*
Baltimore and Hanover Streets, Baltimore.

C. *Original Plant, Glenn L. Martin Co.,*
Middle River, Maryland

B.



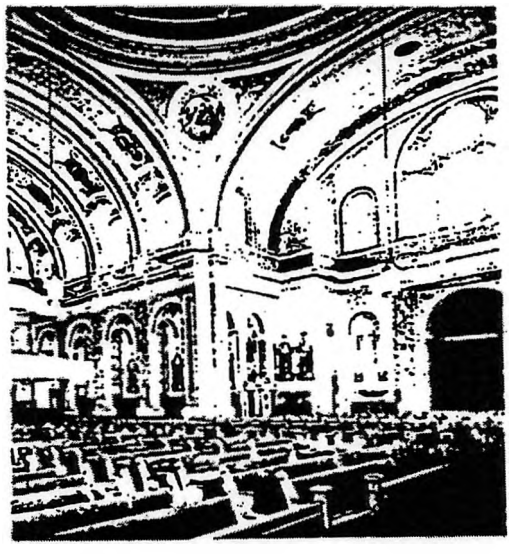


C.

NET INCOME - $1,123.62

The first job was a frame house off the Belair Road, which was still traveled by carriages and drays. It paid about $50. His first full year in business netted $1,123.62.–During the next two years the young man worked mainly by himself, sometimes with Jerry Krebs, who worked for our organization for fifty years, until his death in February, 1961. When business was slack John Hampshire walked around passing out his business cards. Most of his new business, however, came from the spreading word among builders that the hard-working young man did good work at reasonable prices, and always was a man of his word.

In March, 1913 he landed his first big contract—a series of 13 houses being put up by the firm of Gladfelder and Chambers. Soon after that, Chambers branched out in business for himself and became a quality builder. He began putting up mansions in Roland Park and Guilford. Quality work was demanded and John Hampshire was getting most of the contracts. At this point he was employing several men on a regular basis. Plasterers got $3.50 for a ten-hour day. He bought spruce laths from the Pacific Northwest a boatload at a time and stored them in his backyard. Mrs. Hampshire began keeping the books. Mr. Hampshire's credit, which started at $250, was soon doubled. To get around to the spreading number of jobs he bought a pony and cart.



Chapel, Naval Academy, Annapolis, Maryland

In 1914 he began to branch out. He did plastering for the Calvary Presbyterian Church, Bayview Hospital, Donaldson School and Children's Hospital. The contract for Children's Hospital was $1,000. Profit: $84.91. The office was moved from the sunporch of the Hampshire home on Elm Avenue ("I always got about ten phone calls while eating dinner.") to the Building Congress and Exchange center on Fayette Street. Office help was hired to handle the expanding business and Robert M. Tagg, a brother-in-law, became the estimator. (Mr. Tagg later became a junior partner; then treasurer. He died in 1955.)

INCORPORATION EXPENSE: $25.00

rteen years after the business was started founder went to his lawyer, Wendell D. n, to discuss incorporation. "What kind of job do you want e," Mr. Allen asked. "We charge from $25 up to $10,000." Hampshire asked what the difference was. "Not much erence," the lawyer replied. "I'll take the $25 incorporation ," John Hampshire said. And the Hampshire Company incorporated as John H. Hampshire, Inc. Ever since Mr. n has kidded the founder about getting a $10,000 in- oration for $25.

1 1917 we moved our offices to the Benson Building, and Avenue and 36th Street. Projects became more diversi- and important. Plastering was done for the Gilman Country ool, motion picture "parlors," the Maryland Penitentiary, versity Hospital and the Zell Motor Company building. The gest contracts were for two mansions going up in the roll- countryside north of Baltimore. One was a $300,000 home the plastering on this was so extensive and detailed that Hampshire kept ten men on the job for months. To save com muting, temporary housing for the plasterers was erected o the estate. The other contract was for lathing, plastering an intricate ornamental designs in a 44-room mansion built b Edward T. Stotesbury, a partner of J. Pierpont Morgan, for hi daughter, Louise Cromwell, when she married Walter Brook The house was later known as "Rainbow Hill" when it wa occupied by General Douglas MacArthur from 1925 to 192

During World War 1 our organization handled a great variet of war work—first aid stations at shipyards and steel plant emergency housing for war workers (much of it still standin ings on the outskirts of Baltimore.) The Company had 40 c more men working long hours seven days a week "doin stuccoing by the acre." To speed the work and cut costs Joh Hampshire replaced the cumbersome slow-to-erect-and-mov trestles with rolling scaffolding.

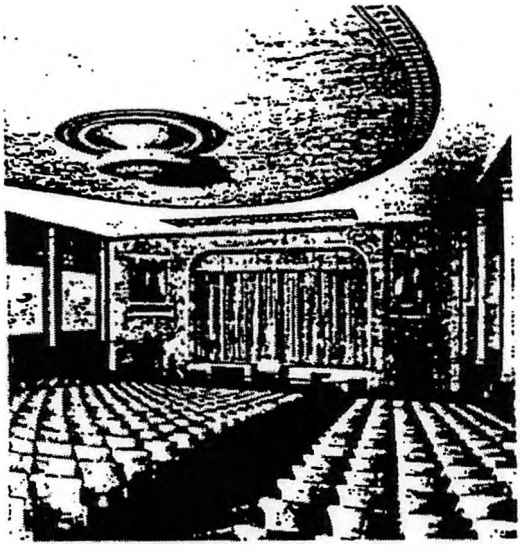


Baltimore Trust, Now Mathieson Building, Baltimore and Light Streets, Baltimore

DING A TRADE ASSOCIATION

In 1918 John Hampshire was one of the founders of the Contracting Plasterers and Lathers International Association. Of the eighteen organizers, he is one of the three still living. He served as a member of the executive board until 1932 when he was elected president. The association was formed to develop standards of work and to define working arrangements with general contractors. In 1919, Mr. Hampshire helped to found the Employing Plasterers and Lathers Association of Baltimore City, and later he served as president and board member.

The organization, with its ever-growing reputation for good lathing and plastering and its ability to handle large and varied jobs, was now working with the largest contractors on apartment houses, office and government buildings. About this time we were awarded contracts for the apartment house at 100 West University Parkway and the Lord Baltimore Hotel, where 120 plasterers were employed.



Hampden Theatre, Baltimore (first building in the city to be treated acoustically).

In 1924 we moved to our present Baltimore location, 330 West Twenty-fourth Street. At the time the street was not paved, and the Baltimore & Ohio Railroad siding provided for only one car. A third of an acre was acquired and an office building finished with rough texture stucco was built. Later additional acreage was purchased, the yards and railroad siding were enlarged and more buildings were erected or converted to company use.

In the Twenties we were one of the first plastering companies to introduce and promote the use of metal laths. We found that these laths, which eliminated much of the cracking, were more dependable than old-fashioned wooden ones, which would swell and bend if not of superior quality.

PIONEERING SOUND CONDITIONING

1928 our Company became a pioneer in developing field of sound conditioning. /as one of the original franchise distributors of the Celotex poration. The franchise gave us the right to furnish and :all the Acoustic-Celotex products in Maryland, Virginia, The trict of Columbia, parts of Pennsylvania, Delaware and th Carolina.

The original acoustical tile was made from surplus sugar ie. Each tile was drilled with 441 holes to absorb noise. en Hampshire salesmen, who had gone to the Celotex school Chicago to learn the principles of sound-proofing, tried to l the new product they ran into interesting reactions. Many sinessmen were highly skeptical about sound-proofing so salesmen started calling the product "noise quieting terial." A number of the first customers bought it because y liked the design, not because they believed it would sound of their offices. Later they would call us to report, with azement, that their office had become "a lot more quiet."

1928, our first year with this line, we purchased $9,563 rth of material from Celotex. Last year purchases of acoustical supplies alone amounted to more than $1,250,000.

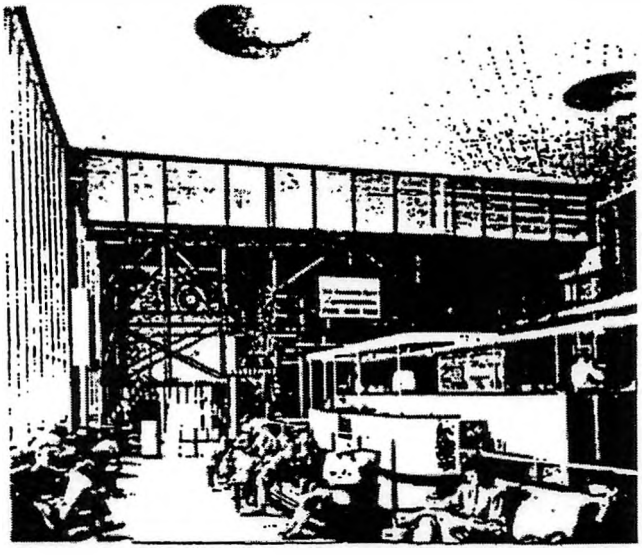
The organization's most significant acoustical installatio was in a neighborhood movie house. When talking picture were introduced in 1927, notably "The Jazz Singer" starrin Al Jolson, movie house managers suddenly had to find way to keep screen voices from bouncing off the walls. Their onl solution was to hang velvet drapes wherever they could. Th drapes were expensive and had to be cleaned regularl

Hampshire engineers went to a theatre near their office an told the manager that their new acoustical tile would solve h problems. He was interested but he could not afford it. W said we would install the tile and the manager could pay th $1,600 cost when he had the money. The velvet curtains we removed and tile was placed on walls and ceilings. The resul were just what the engineers had expected. The neighborhoc movie had the best acoustics of any Baltimore theater. Wo about the results spread fast. Soon we were doing most the other movie theaters in town.

ustical conditioning, added to North Avenue Market, Baltimore.



Acoustical conditioning, added to National Airport, Washington, D.



OUT THE DEPRESSION

During the Depression we were fortunate to have one large job—the 34-story Baltimore Trust Building (now the Mathieson Building.) The skyscraper was started in the summer of 1928 and the final brick work completed in October, 1929. Hampshire crews did plastering partition work here for more than two years.

When large-scale construction got underway again in the Thirties, the Company won more than its share of the bids. Because of the expanding character of the business, an office was opened in Washington in 1935. We installed the acoustical tile for the National Airport, did work for colleges, schools, and many corporations. In recent years the projects have included the District of Columbia Hospital, the Smithsonian Institution, two units of the Cathedral Towers, a 900-unit apartment house, and the International Monetary Fund Building. The Washington office opened with a two-man staff. Now it has an administrative and sales force of 24.



al conditioning, first floor
ild, Kohn & Co.,
and Lexington Streets, Baltimore.

About 1938 our Company added a third department—resilient flooring. We asked a leading manufacturer of floor tile what we could expect to sell in a normal year. The manufacturer replied, "About three carloads a year." Within three months Hampshire was selling three carloads every month. The flooring was installed in hospitals, schools, cafeterias, office buildings, even in the Senate wing of the U. S. Capitol.

In July, 1942, we added movable partitions as our fourth division. Most partitions were installed in office buildings, but they were also erected in department stores, factories, hospitals, airports and commercial structures. Some of the biggest contracts were for government buildings in Washington.

BRANCHING OUT THE BUSINESS

following year our Company opened a branch
in Richmond to handle the territory of Virginia,
Virginia, 11 counties in North Carolina and Bristol, Tenn.

the early Forties we began devoting most of our time and
gy to defense and war work. We had military contracts at
and naval installations and with such strategic plants as
ehem Steel, Western Electric, Westinghouse, The Martin
pany and hundreds of smaller concerns.

third branch office was opened in 1946, this one in
oke, Va., to handle the southwest parts of Virginia. Now
office also services parts of West Virginia and Tennessee.

1949 the fifth division—poured roof decks—was added.
Company's largest project of this kind was for Montgomery
l in Baltimore when 560,000 square feet were poured.
other large jobs in this area were for Western Electric
'0,000 and Carling's Brewery—250,000 square feet.

About this time we also began to install Insulrock roof decks.

A Norfolk branch was opened in 1949 to cover the tidewater area from Yorktown, Va., to Elizabeth City, N. C. It services many government installations.

During the Fifties our Company grew in a number of ways. Another office building was erected adjoining headquarters in Baltimore, and three new divisions were created. A department for sprayed-on-fireproofing was added in 1952. This was followed by one for aluminum siding and roofing. Then came the integrated ceiling division, which consists of three sub-divisions—radiant acoustical; convection-acoustical, and translucent ceilings. The three are treated in some detail in a later section of this brochure.

A branch office was opened in Charleston, W. Va., in 1954.



Acoustical conditioning, Engineering Department, Glenn L. Martin Co., Middle River, Maryland

COMPANIES ARE PEOPLE

We believe the success and reputation the Hampshire Organization has achieved in 50 years is due to the efforts and loyalty of its people—executives, field men, salesmen, stenographers, department managers, warehousemen, accountants, receptionists, estimators, superintendents—and all others who handle large and small details.

Hampshire is not just a name, or a company made up more or less by chance, of many different individuals. It is composed of men and women skilled, trained and experienced, who have always taken great satisfaction in making sure that their common task, whatever it may be, be is done to the best of their ability.

A wise man once wrote that an organization is no better than the sum of its parts—in other words, the total ability of its employees. In this we heartily agree.

OFFICERS

JOHN H. HAMPSHIRE
Chairman of The Board

JOHN D. HAMPSHIRE
President, John H. Hampshire, Inc.
Executive Vice-President,
Hampshire Corporation

PAUL K. HAMPSHIRE
President, Hampshire Corporation
Executive Vice-President,
John H. Hampshire, Inc.

JOHN H. GIMBEL
Treasurer

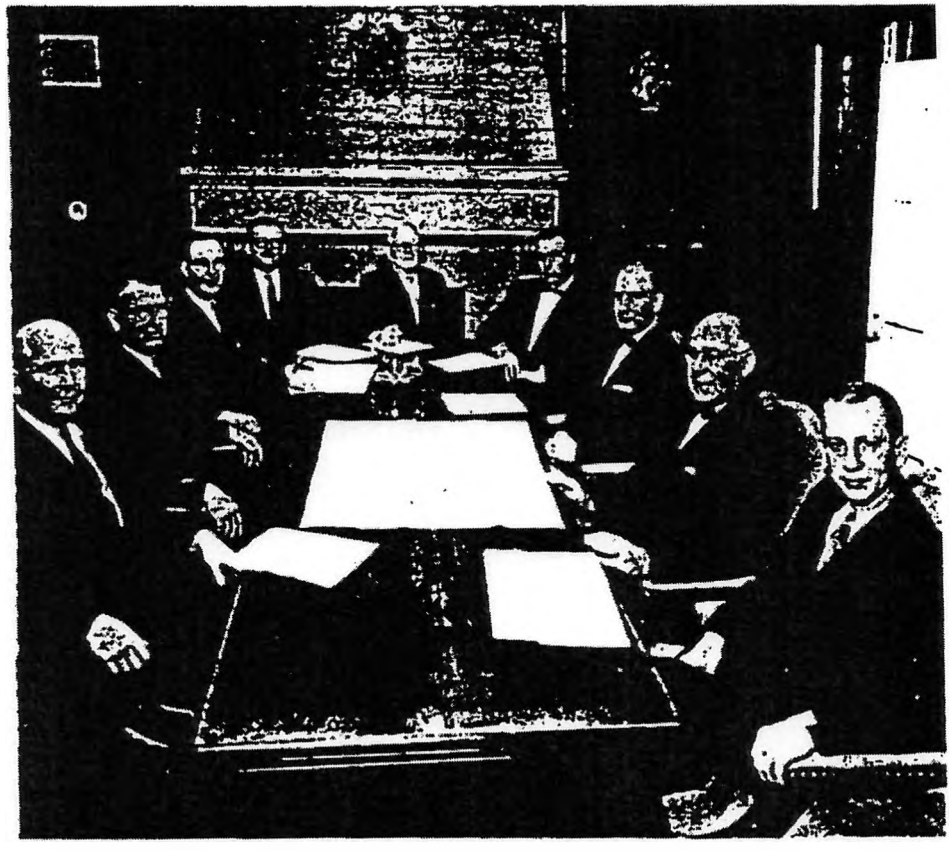
ROBERT C. KEARNEY
Vice-President and Secretary

CHARLES E. THRASHER
Vice-President,
Public Relations and Advertising

LOUIS G. HERRMANN
Vice-President,
Acoustical & Flooring Division

C. EUGENE SCHAUP
Vice-President

RICHARD L. JACKSON
Vice-President



OFFICERS MEETING (L to r.) Richard L. Jackson, Charles E. Thrasher, Robert C. Kearney, John D. Hampshire, John H. Hampshire, Paul K. Hampshire, John H. Gimbel, C. Eugene Schaup, Louis G. Herrmann.

BOARD OF DIRECTORS

JOHN H. HAMPSHIRE
Chairman

JOHN D. HAMPSHIRE

PAUL K. HAMPSHIRE

JOHN H. GIMBEL

WENDELL D. ALLEN

JOHN E. MOTZ

J. CHARLES HARRY *joined the Hampshire Organization in 1946. He served in many ways in the growth and development of our Company; and was secretary of John H. Hampshire, Inc. for 6 years. He died December 29, 1960.*





Accounting Department: John H. Gimbel, Treasurer; H. Lawrence Wilhelm, Credit Manager; Charles A. Meehan

Executive Secretary: Betty M. Harry





Estimating Department: Davis T. Weatherby, Manager, Catherine Kendall, Herbert R. McKinley

Accounting Department: Ruth Neuman, Julia Seebode, Olive Underwood, Viola Clagett, Patricia Montgomery (Not shown: Mildred Highland, Audrey Canatella)





Stenographers: Wilhelmina Cullinan, Charlotte Chacey

Receptionist: Martha Slaga



Drafting Department: Howard Bull, Manager; Fletcher Anderson (Not shown: Richard Weatherby)



Public Relations & Advertising: Charles E. Thrasher, Vice president (addressing weekly sales meeting)



Purchasing Department: John J. Oberle



Weekly Training Meeting: Robert Kearney, Vice president, instructing R. Michael Tabor, John Hood, Joseph Burgess, William Plogman,

Payroll Department: Jeanne Kooser, Dorothy Hundley, James A. Fader, Jr.



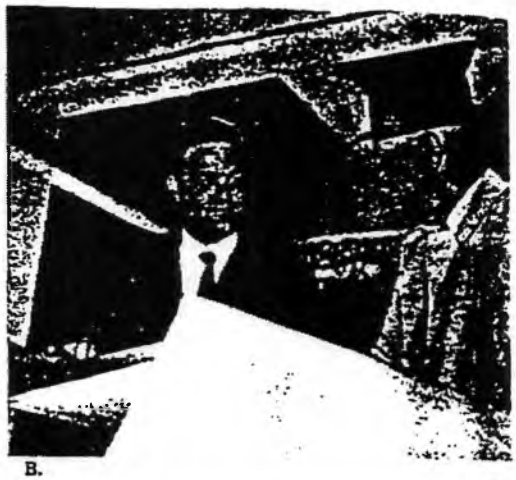


Payroll Department: Norman Barker, Paymaster; Katherine Pilkerton



A. *Roof Deck and Aluminum Siding Department: Wayne McNabb, Manager; Walter Hampshire, Superintendent; Pete Pinheiro, Foreman*

B. *Sprayed-On Insulation Department: William V. Plogman, Andrew A. Soellner*



B.

C. *Stenographers: Angeline Recktenwald, Acoustical; Ruth Brown, Flooring*

D. *Flooring Department: Aubrey Lovell, Manager; Harry Fey, Superintendent*



D.

C.

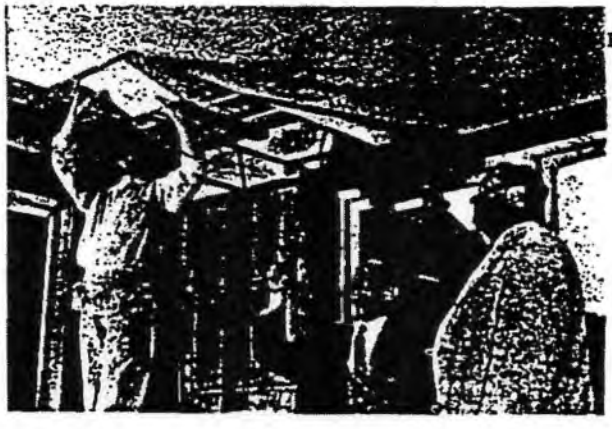


E. *Roof Deck Department: Ruth Adams, Margaret Bock, Stenographers; William J. Groves III, Estimator*

F. *Acoustical Department: Louis G. Herrmann, Vice president Acoustical and Flooring; Warren DeViney, Superintendent*



E.



F.



A.



B.



C.







E.



F.

A. *Burgess-Manning Department: Albert Castell, Manager; Warren DeViney, Superintendent*

B. *Manager of Acoustical Warehouse: George Turnbaugh*

C. *Manager of Flooring Warehouse: James Peeling*

D. *Plastering Superintendents: Theodore L. Krebs, Donald T. Davies*

E. *Partition Department: E. W. Johnson, Manager; John Hood*

F. *Superintendent's Office: Warren DeViney, Harry Fey, Theodore L. Krehs, Donald T. Davies*

YEARS OF SERVICE

50 YEARS

JOHN H. HAMPSHIRE

OVER 25 YEARS

JOHN D. HAMPSHIRE
PAUL K. HAMPSHIRE
THEODORE L. KREBS

20—25 YEARS

C. E. SCHAUP
GEORGE TRAVERS
GEORGE TURNBAUGH

15—20 YEARS

VIOLA CLAGGETT
WARREN DE VINEY
C. W. GEARHEART
BETTY HARRY
E. W. JOHNSON
AUBREY LOVELL
GEORGE TOEL
WILLIAM T. WATKINS
D. T. WEATHERBY
M. L. WERT

10—15 YEARS

NORMAN BARKER
HOWARD BULL
MAURICE L. COOKSEY
VERNON GEARING
JOHN H. GIMBEL
WALTER HAMPSHIRE
LOUIS G. HERRMANN
H. E. HUNLEY
RICHARD L. JACKSON
WAYNE MC NABB
DICK MORELAND
RUTH NEUMAN
JAMES PEELING
KATHERINE PILKERTON
C. E. THRASHER

5—10 YEARS

RUTH ADAMS
AUDREY APPLEWHITE
CHARLES BURCH
ALBERT J. CASTELL
WILHELMINA CULLINAN
HERBERT DECATUR
HARRY FEY
ROBERT GRIFFITH
LEO HEBERT
MILDRED HIGHLAND
DOROTHY HUNDLEY
ROBERT C. KEARNEY
CATHERINE KENDALL
JACK LANTZ
NORMAN MILLIGAN
PEARL MONTGOMERY
POLLY MYERS
DOROTHY PFEIL
WILLIAM V. PLOGMAN
ANDREW A. SOELLNER
ARNOLD STONE
OLIVE UNDERWOOD
EDGAR VAN HOY
H. LAWRENCE WILHELM

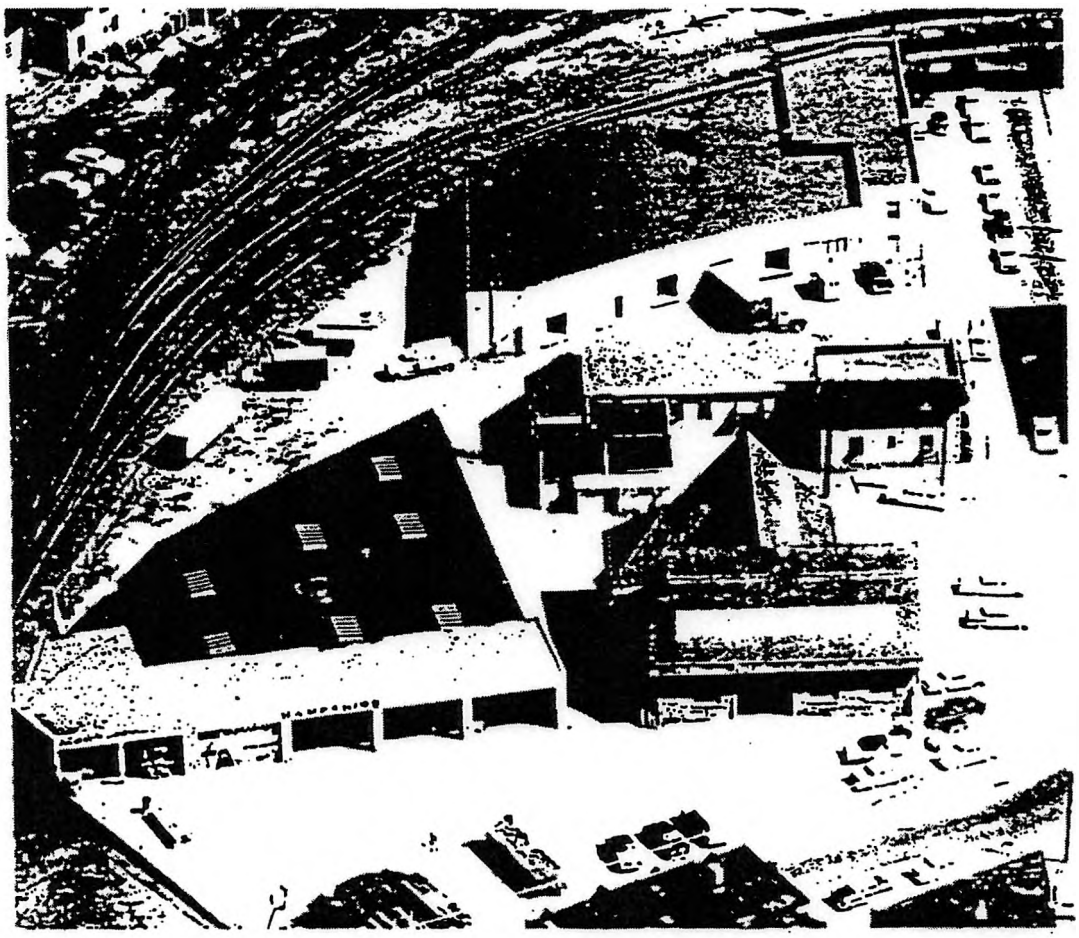
A SYSTEM FOR SERVICE

mpshire serves its thousands of customers in seven states and)istrict of Columbia from its Baltimore headquarters and five hes—Washington, D. C., Richmond, Norfolk and Roanoke, Va., and Charleston, W. Va.

:h branch is a complete operating unit. It has its own supervisors, administrative force, and expert, experienced crews osed of local people. Each branch has its own warehouses which maintain adequate stocks of material. The branches ıave their own equipment.

: Hampshire branch system makes it possible for customers, large and small, to deal with an integral and responsible ization in the customer's neighborhood and one that is familiar with local conditions and practices.

en necessary branches can call upon headquarters, or each other, if additional equipment or material is needed.



Aerial view of Baltimore Main offices and Warehouses 330 West 24th Street, at Sisson.

JGTON, D. C. BRANCH

Hampshire opened a branch office in the Nation's Capital in 1935. This operation has shown steady growth, pacing the continued rise in commercial, institutional and governmental construction in the Washington metropolitan area. Our staff has grown from 2 to 24, and the facilities accordingly.

Among our important Washington projects are: District Courthouse, alterations to the Capitol and Senate Office buildings, Federal Deposit Insurance Corporation building, Museum of National History building, Sperry-Rand Corporation building, American Chemical Society building, Melpar Research Center building, Federal Office Buildings No. 8, 10A and 10B, Dulles International Airport building, Smithsonian Institution building, and the Atlantic Research Corporation buildings.

Some are illustrated in the project section of this brochure.



l Warehouse:
napolis Road
'ensburg, Md.



Executive Offices



C. Eugene Schaup, Manager; Richard L. Jackson, Assistant Manager



Engineering and Planning facilities



Flooring Department: Richard A. Moreland, Manager; Barbara McDaniels, Carmine Amendori



Acoustical Department: George L. Toel, Manager; Fern Farrin, Robert L. Griffith, Jack Lantz

...g Department:
... Manager:
...ree L. Cookesey.
Ellis Williams.
David Thomas



...g Department:
Case. Manager:
Dorothy Pieil.
...nald T. Shipley



...k Department:
...ves. Manager:
...ael MacWelch.
Peggy Phillips.
Edward Jones



...ll Department:
Vanda Barony,
Marjorie Gould,
...eorge Travers,
...ie Scamordella

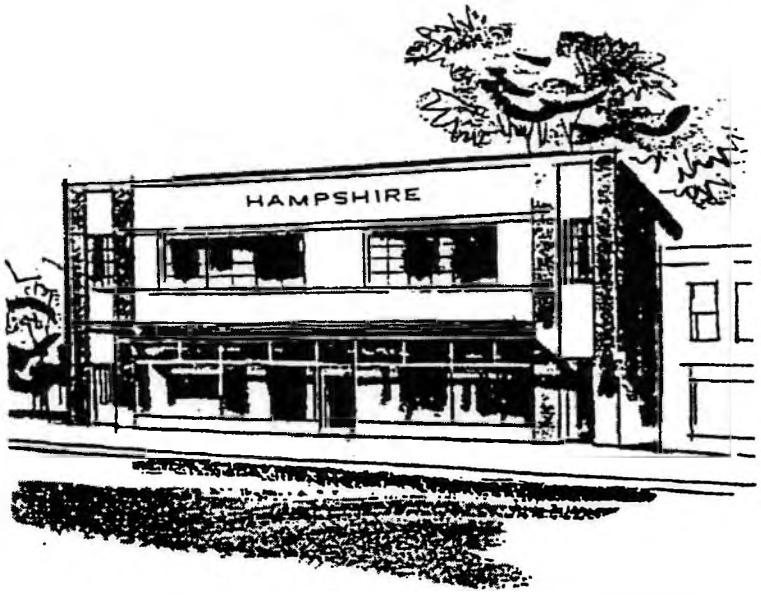


...ns Department:
...atur, Manager;
Lee Hammer,
Dennis Wyman



..., Receptionist;
...arles F. Burch,
Warehouseman



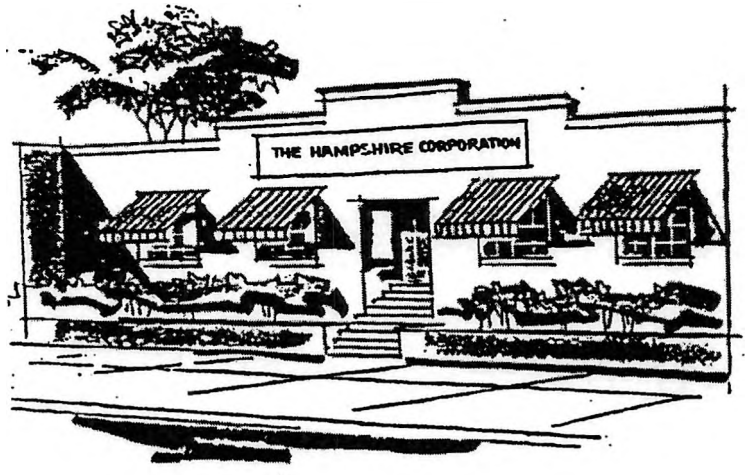


NORFOLK BRANCH

714 Front Street, 10



Ronald W. Salmon, Assistant Manager
Vernon G. Gearing, Manager
Pearl Montgomery, Secretary



RICHMOND BRANCH

2513-5 Chamberlayne Avenue, 22



Mrs. Audrey H. Applewhite, Secretary
Norman O. Milligan, Manager
Joseph N. Cowell, Sales

KE BRANCH

Avenue, S. W., 17



Gearheart, Superintendent
nHoy, Superintendent
Watkins, Manager
ers, Secretary

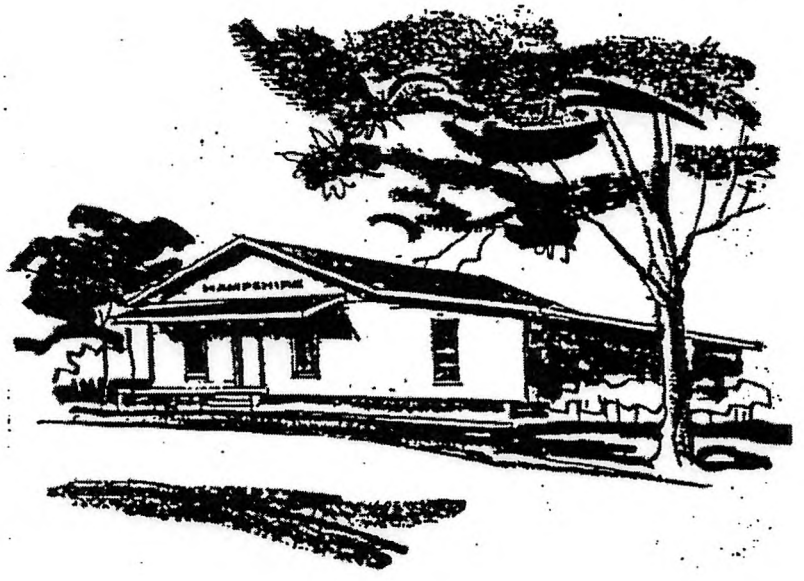


ESTON BRANCH

t, St. Albans, W. Va.



one, Secretary
tone, Manager
Legg, Sales



LATHING AND PLASTERING

e have done lathing and plastering for 50 years. In both e fields we bring experience gained in literally thousands obs successfully completed. In our work, which has ed from alteration and repair jobs to fancy fresco in- tions in cathedrals, we believe that good lathing and ering is still an art.

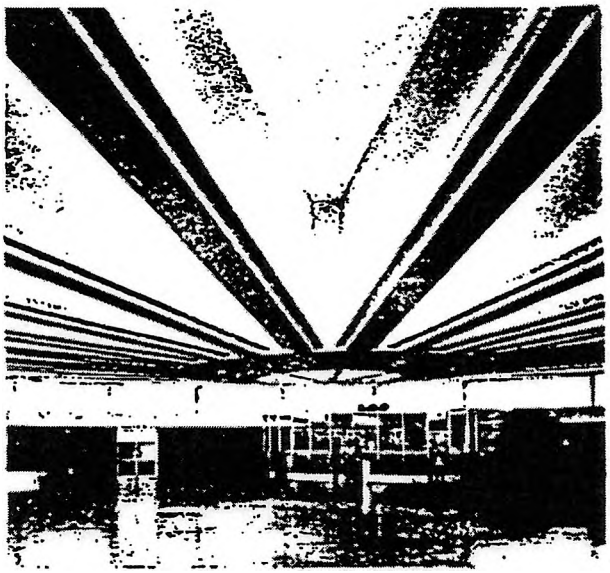
e have worked on all types of housing, including luxury es, shopping centers, government installations, office ings, industrial plants, hospitals and churches.

ir crews are able to handle any size job. In Baltimore e have included the Mathieson Building, the Lord more Hotel, St. Mary's Seminary Chapel, the Com- ial Credit building, the Jewish Medical Center, and the edral of Mary Our Queen. In Washington work has been on the District of Columbia Hospital Center, the Smith- sonian Institution, the Cathedral Towers, a 900-unit apartment house, and a number of schools and colleges.

In addition to new construction, we also do renovation work on any scale. The long list of older buildings renovated qualifies our Company to make sound recommendations on how plastering can improve residential and commercial property both in appearance and value.

For half a century we have kept pace with every improvement in the lathing and plastering fields, progressing from the wood and rock laths to modern metal ones. In plastering we can provide many features, including sound absorption and sound isolation. Today we do much of our plastering with machines.

National Maritime Union, North Broadway, Baltimore.

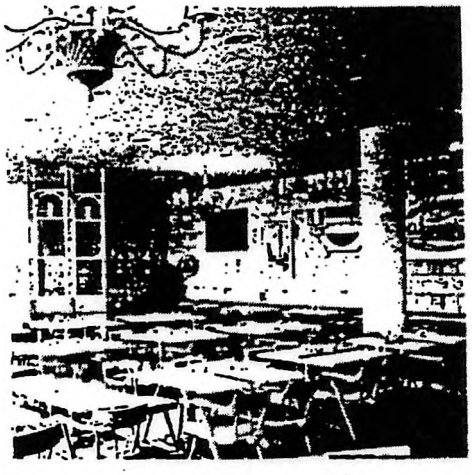


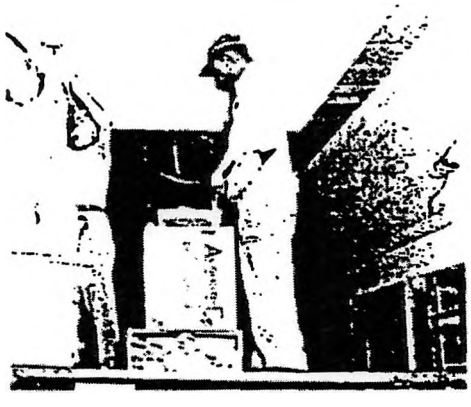
We believe good lathing and plastering is still very much an art.



ICAL CEILINGS

A.





B.

int, Stewart's Department Store, Baltimore.

pioneered in sound conditioning 1928.

Hampshire has been doing sound conditioning work since 1928 when we became one of the original franchise distributors and applicators for Acoustic-Celotex products. That year Hampshire purchased $9,563 worth of materials. In 1960 we purchased about $1,250,000 worth of materials from suppliers. For many years Hampshire has been among the leaders in sound conditioning installations.

Backed by more than 30 years of experience, our Company is well qualified to diagnose and correct acoustical problems. Our experts can decrease sound in such places as cafeterias and lobbies where, by virtue of too many sources, it becomes offensive. They also know how to reinforce and distribute sound in such areas as classrooms, lecture halls and auditoriums. Our engineers keep abreast of the latest developments, and the research done by the manufacturers of acoustical tile is available to help solve the special problems of our customers. Recently Hampshire was called upon to create a special ceiling for a large milk producer. It had to meet the rigid requirements of the local and state departments of health and it also had to withstand the lactic acids given off by large quantities of milk. We devised an aluminum pan ceiling with an unusual finish.

Hampshire installations are made by trained and experienced crews. Their work is often done outside normal business hours to prevent interruption to normal activity.

Today acoustical ceilings are an important and complex part of modern design. They are also vehicles for lighting and air diffusion, as well as sound conditioning. Many systems now provide 2-hour fire protection to the structural system above it.

The products offered by Hampshire are made in a wide range of material, and come in a variety of sizes, colors and designs.

economical and speedy solutions to space control prob-
n offices, commercial areas and institutions, we plan
stall movable partitions in wood, metal (including
um) and gypsum.

Company has been doing partitions work for nearly 20
and has the experience and ability to plan layouts and
ecommendations for any requirements.

believe that movable partitions offer these advantages:

reat flexibility and the most efficient use of valuable

peedy and easy installation. We can erect or rearrange
oors of office space over a weekend, without encroach-
valuable office time.

artitions can be easily and quickly moved to meet new
vithout leaving unsightly marks, mess or waste. Most
ns and accessories are reusable. Many store easily.

MOVABLE PARTITIONS

☐ Partitions come in a variety of sizes and heights—from floor to ceiling; free standing; and railing height. They are modern and attractive and can be obtained in different materials, colors, finishes and designs. They can be secured in just about any wood that grows.

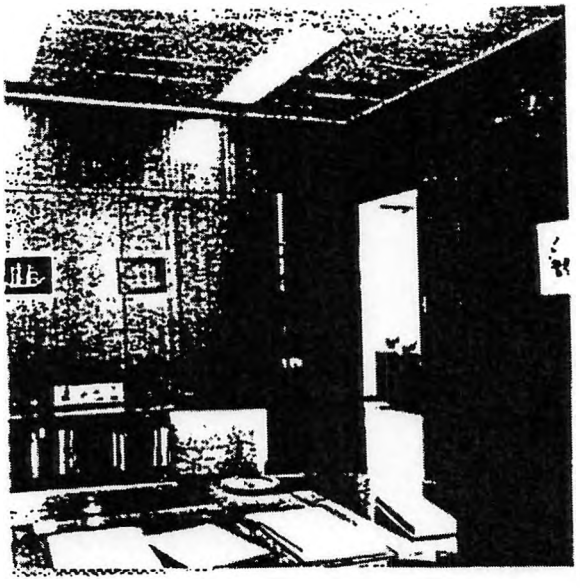
☐ Partitions make it easy and economical to define office areas and traffic lanes. They step up efficiency and production, cut down on workaday noises and distractions. Private or semi-private offices help build prestige and morale.

☐ Wiring and other utilities are concealed in the paneling, which range up to 4½ inches in thickness.

☐ Most partitions are non-combustile and many are sound resistant.

We maintain adequate stocks of partitioning materials to provide prompt and efficient service.

Executive office, Baltimore Life Insurance Building, Baltimore

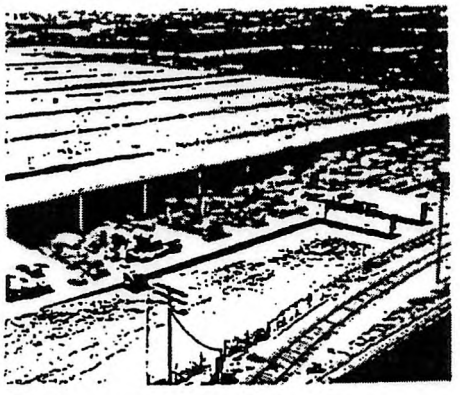


Movable partitions offer economical and speedy solutions to space control problems.



ROOF DECKING

A.





B.

...mery Ward & Company,
e, Baltimore

...rs we have been one of the East's
...stallers of poured roof decking.

For years we have been one of the East's largest installers of poured roof decking.

The decks are quickly and economically constructed in this manner: Sub-purlins are welded to the purlins. This type of construction adds to the strength and over-all rigidity of the structure. Formboards are laid between the sub-purlins. These can be obtained pre-finished on the underside to make a smooth and beautiful ceiling. Then galvanized reinforcing wire is rolled over the formboards, which can be gypsum, asbestos-cement or one of several insulating types. After these three quick steps, a fibered gypsum is poured to an average thickness of two to two-and-a-half inches. Hampshire 14-men crews can pour an average 15,000-square feet in a regular working day. A Hampshire crew holds the unofficial record of pouring 42,000 square feet in an eight-hour day.

Poured roof decking can be installed in the coldest weather men normally work. And it can be used on flat, warped, saw tooth, curved, pitched or barrel framing. Hampshire is one of the few companies that can apply poured roof decking to a barrel frame.

The gypsum deck will set within 15 minutes after pouring, allowing full load capacity in less than an hour. Built-up roofing can be applied as successive areas are finished. This speed of construction is one of the reasons that poured roof decking is so economical. In a remarkably short time this fire-resistant and permanent roof—it never rots—is completed.

We have been pouring roof decks since 1949, and our specially trained crews, working under expert superintendents, are experienced in this work. The safety record is unusually high. Hampshire has designed and built its own equipment, which can pump up to ten stories.

We also supply and install gypsum metal-edged plank which is suitable for particular jobs. More recently, our crews are installing light-weight concrete decks.



shire is a franchised distributor and applicator of . This strong, non-combustile and insulating roof deck an exposed ceiling that is attractive and one that ight and absorbs sound.

ock is made of chemically treated, tough wood fibers coated and pressure-bonded with fire-resisting and sisting portland cement. It is also resistant to ter- ungus and rot. It comes in slab form, up to three nick, 32 inches wide, and in lengths from 48 to 108 Insulrock can be applied to any type of roof framing— od or concrete—pitched or flat. The planks are avail- four different edge treatments.

INSULROCK ROOF DECKS

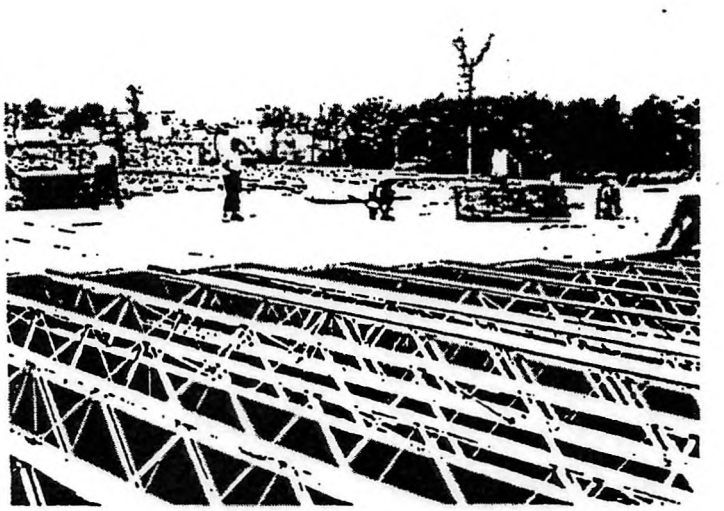
As the lightweight, easy-to-handle Insulrock planks are laid down they immediately provide a strong deck on which built-up roofing materials can be applied without delay. There is no waiting for curing or drying with Insulrock. Installation is rapid and permanent.

The random texture surface and white factory applied finish gives Insulrock exposed decks the attractive qualities today's buildings demand. The ceilings reflect 60 to 70 percent of the light, and absorb up to 85 percent of the sound that strikes them.

Church of Our Savior, Broadway, Baltimore



Insulrock can be applied to any type of roof framing: steel, wood or concrete—pitched or flat.

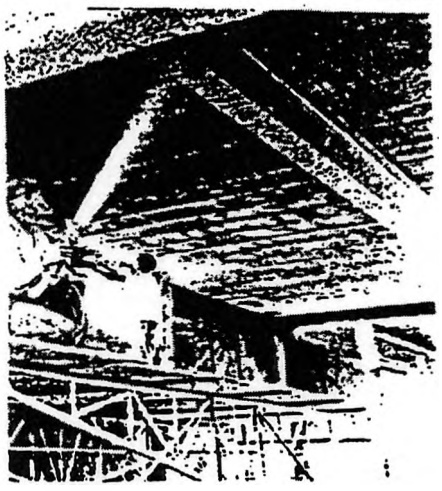


)-ON FIREPROOFING AND INSULATION

Spraycraft is a lightweight spray-ed-on asbestos fireproofing offered exclusively by us in our territory. It combines in a single material not only incombustibility but also thermal insulation and high sound absorption.

A.





B.

aft combines in a single combustibility, thermal nd high sound absorption.

fing Baltimore Life Building, Baltimore.

The fireproofing is applied directly to the surface of the steel to be protected. It bonds with a continuous surface to steel beams, steel floors, metal roof deck and metal lath. It is particularly suitable because of its lightness and adaptibility for use in new lightweight multi-story buildings. It also can be installed in older buildings where fireproofing is required, or heat and condensation control is needed.

Hampshire-applied Spraycraft is economical, versatile and dependable. It is easily and quickly applied by one trade. A spray gun, combining fiber, air and water, forms a fibrous blanket which is lightly tamped to any thickness up to two inches. A single ten-inch wide flange beam (10 WF—49) 15-feet long would require 3,700 pounds of concrete to achieve the same four-hour fire rating as 80 pounds of Spraycraft.

Because it is placed above all mechanical equipment and ductwork there are no restrictions on type and size of openings to be made in suspended ceilings. Partitions may be relocated; lighting fixtures and mechanical equipment may be moved or altered without disturbing the fireproofing. Spraycraft allows the architect to use any type of design desired.

The fireproofing offers excellent acoustical correction because of high sound absorption. It has a K value of 0.26 BTU/hr/sq. ft./inch thickness which provides effective thermal insulation. The texture may vary from fine to rough industrial finish.

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bu



ALUMINUM SIDING AND ROOFING

installed aluminum siding and roof-
nes low first cost with minimum up-
minum does not rust, has no coating to flake or
requires no painting for weather protection. It is
istant to corrosive industrial fumes and seacoast
e. The sheeting is strong but lightweight. It costs less
ecause it is easy to handle. It can be used in many
it gives structures an attractive, clean and modern
years of exposure the siding weathers to a pleasing
finish. It will not support combustion and it gives
against flying brands. Aluminum offers the added
effective insulation. By reflecting up to 95 percent
's heat in summer, it reduces the interior tempera-
o fifteen degrees F. For decorative purposes it is
n color-anodized or baked enamel finishes.

m siding can be used for practically any structure. In addition to its conventional use, siding sheets can be applied where their appearance adds to commercial values. Such uses can be made in supermarkets, restaurants, filling stations, stores, theaters and bowling alleys. In many of these places aluminum is used for facades and decorative interior walls. In addition to working on new structures, we also design and install aluminum facades in the renovation of old buildings.

Our organization supplies and installs six different sidings: 4-inch rib embossed; 8-inch rib embossed; V-beam; corrugated, with a plain mill finish or embossed; and insulated wall.

Hampshire has its own field equipment, and is prepared to go anywhere to do aluminum siding and roofing work, which it guarantees.

t all-aluminum facade
er used to reface office
g in Washington, D. C.

Facade gives modern beauty to Interocean Building on 9th Street in nation's capital.

Hampshire-installed aluminum siding and roofing combines low first cost with minimum upkeep.

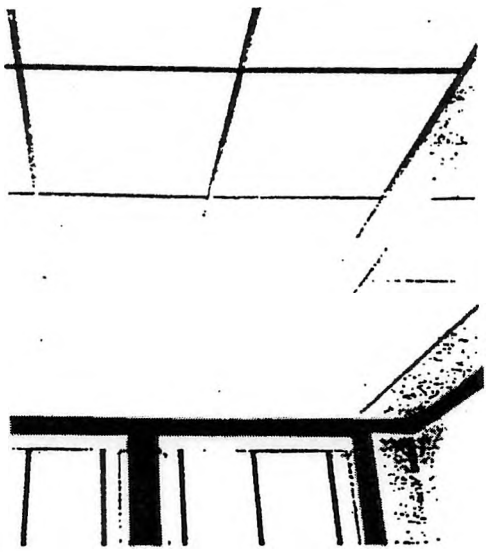


'ATED CEILINGS

This division can install three different types of ceilings to meet particular needs.

1. Radiant—The Burgess-Manning three-way functional ceiling.

The three comfort functions—heating, cooling and acoustic control—are combined in this unit to provide efficient, easily controlled radiant panel heating and cooling with desirable room acoustics and noise control for maximum human comfort. The perforated aluminum panels making up the heating surface are fastened to the pipes which form the water circulating coils. The panels are heated or cooled conductively to provide a uniformly warm or cool radiant surface. The system operates with any standard hot water or water chilling equipment. Acoustic control is accomplished with an acoustic thermal blanket placed above the heating-cooling coils.



We install three different types of ceilings to meet particular needs.

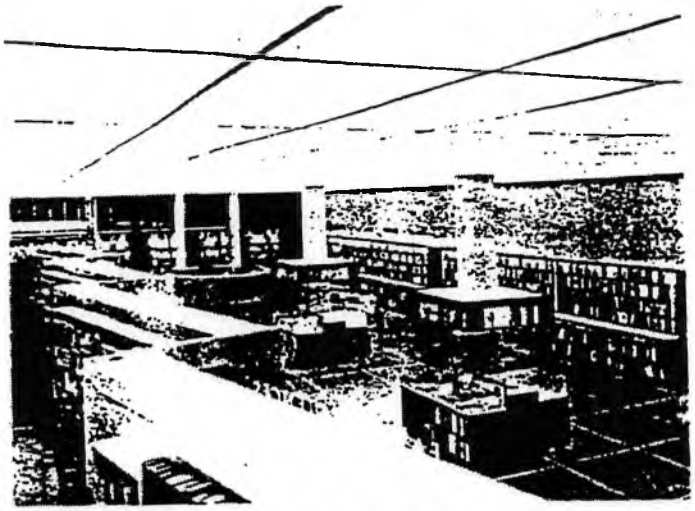
2. Convection—U. S. Gypsum's Airson system of heating and cooling through pressurized acoustical ceilings.

The Airson principle of heating and cooling supplies such air, under slight pressure, to a room through controlled slots in a suspended ceiling system. The result is a completely draft-free and dirt-free distribution plan for both heating and cooling, yet providing enough air motion for comfort and distribution. Because of proper air turbulence there are no "dead spots." The system is economical—there is no complex duct system. It is also flexible—lights, partitions and furnishings can be placed at random.

3. Translucent ceilings.

Hampshire-installed translucent ceilings offer new concepts and dimensions in lighting. In office, bank, store or school, these modern ceilings provide high level lighting and low brightness. This results in less eye fatigue and higher efficiency.

Translucent ceilings are installed in most new buildings. They also can be included at moderate cost during renovation work of old buildings.



A.

A. *Convection-Airson Ceiling.*
This book store is heated and cooled by pressurized acoustical ceilings.

B. *Radiant Burgess Manning Ceiling, American Chemical Society Building, Washington, D. C.*

C. *Translucent Ceiling.*
Loyola Federal Savings & Loan Assn., Baltimore.



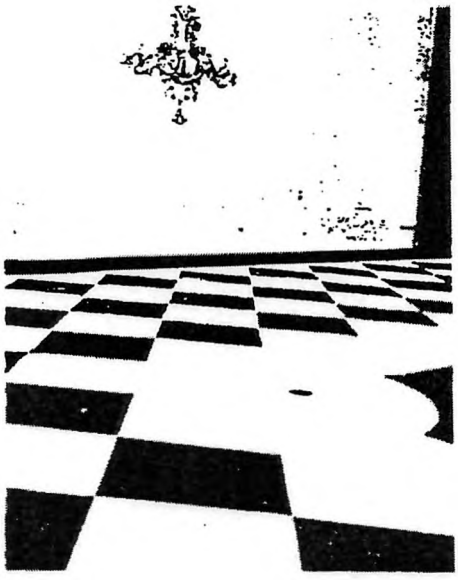
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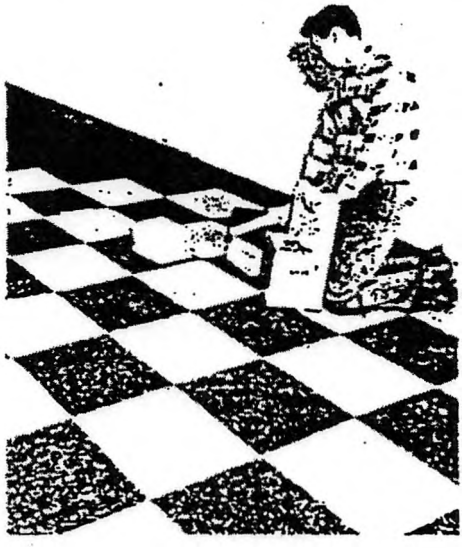


C.

NT FLOORING

A.





B.

For more than 20 years, we have been one of the largest resilient flooring applicators in the Middle Atlantic States. We are equipped and ready to handle any size job—from a kitchen or club basement to large manufacturing plants and government installations. One of our recent flooring contracts in an industrial plant covered space equal to 30 football fields. Every year we lay over 100 acres of resilient flooring.

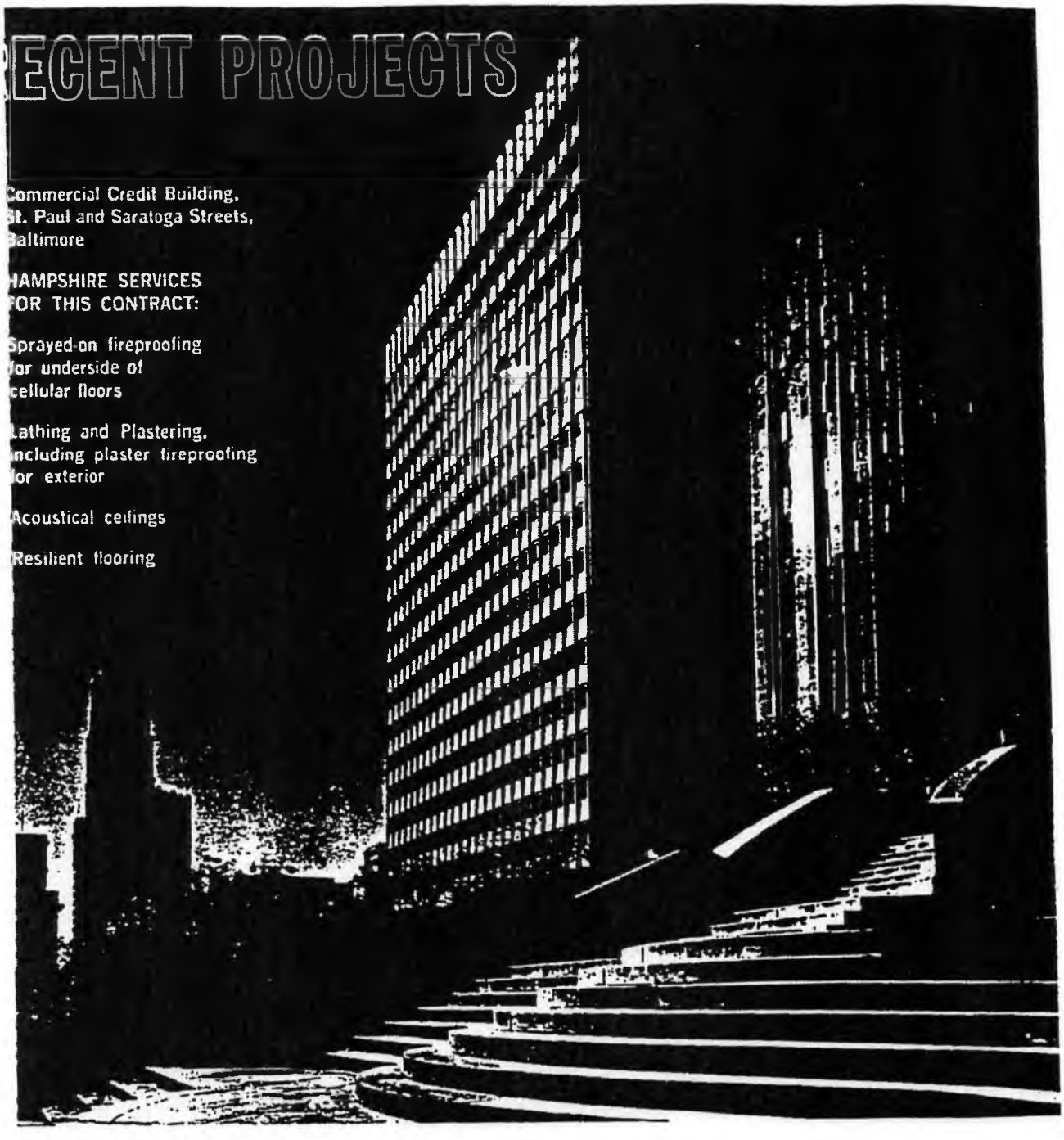
Our Company offers every type of resilient flooring in a variety of attractive colors and patterns—asphalt tile, vinyl asbestos, homogeneous vinyl, cork and rubber. We can supply the flooring best suited to any specialized need—to withstand grease, acids and alkalis; heavy-duty to take an amazing amount of truck abuse or 24-hour heavy traffic; even conductive vinyl flooring which drastically reduces accident hazards in operating and delivery rooms and anesthetizing areas from electrostatic discharge.

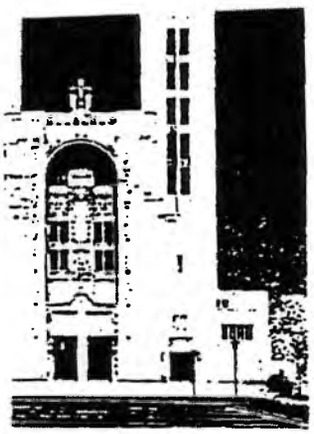
As experienced applicators our crews can lay resilient flooring on just about any surface so smooth that even seams are insured without the possibility of buckling. Workmanship on every job is guaranteed.

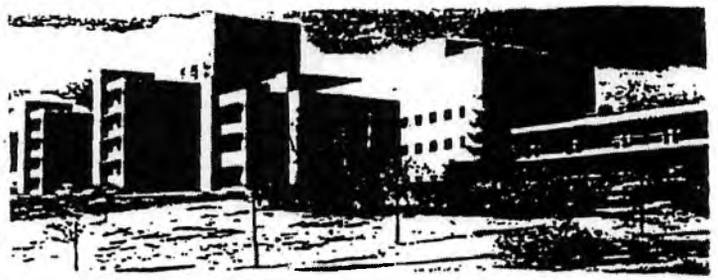
As a flooring consultant Hampshire will always recommend the most suitable product to do the best job. And we will always do the job when the customer wants the work done, and at the least disturbance to him.

A. *Ballroom, Emerson Hotel, Baltimore*

B. *Every year we lay over 100 acres of resilient flooring.*


ECENT PROJECTS
Commercial Credit Building,
St. Paul and Saratoga Streets,
Baltimore
HAMPSHIRE SERVICES
FOR THIS CONTRACT:
Sprayed-on fireproofing
for underside of
cellular floors
Lathing and Plastering,
including plaster fireproofing
for exterior
Acoustical ceilings
Resilient flooring





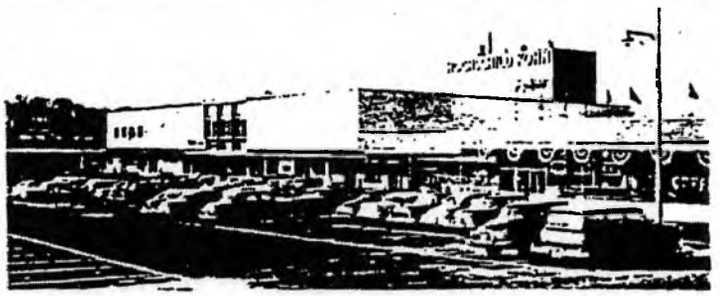
B.



C.

D.





E.



F.



G.



A. *Mary Our Queen Cathedral, Baltimore*

B. *Sinai Medical Center, Baltimore*

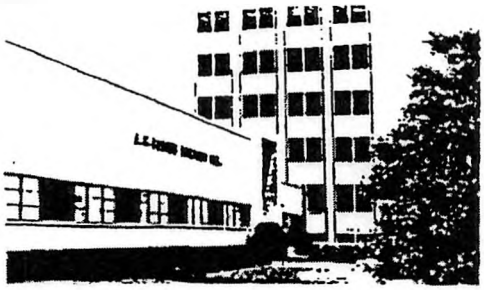
C. *Friendship International Airport, Baltimore*

D. *Stewart's York Rd., Baltimore*

E. *Hochschild, Kohn & Co. Eastpoint, Baltimore*

F. *Hecht's Reisterstown Plaza, Baltimore*

G. *Hutzlers Towson, Baltimore*



A.



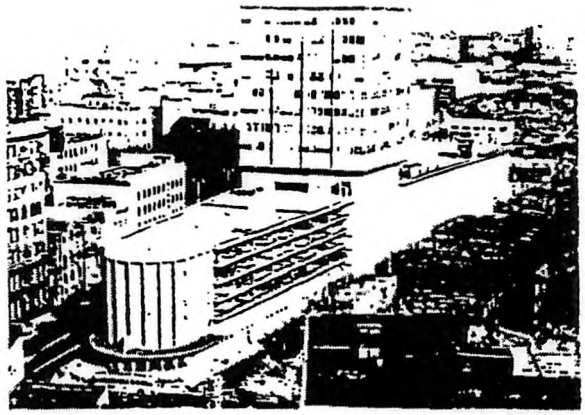
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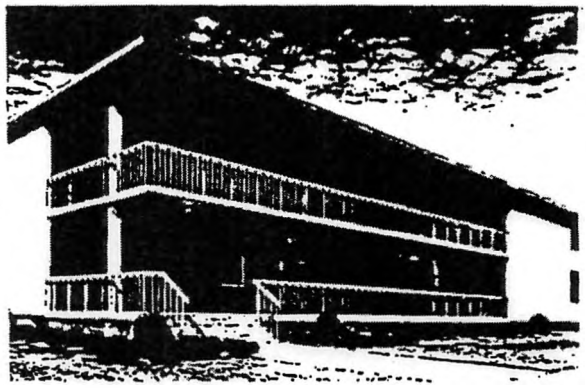
C.



D.



E.



F.

A. *A. H. Robbins Company,*
Richmond, Va.

B. Willow Lake Shopping Center,
Richmond, Va.

C. *Reynolds Metal Company,*
Richmond, Va.

D. *Colonial Stores Distribution Center,*
Norfolk, Va.

E. *Rennert Building and Maritime Tower,*
Norfolk, Va.

F. *Fine Arts Building,*
William and Mary College
Norfolk, Va.

Roanoke, Va.

B. *Bank of Virginia,*
Roanoke, Va.

C. *Station WSLS,*
Roanoke, Va.

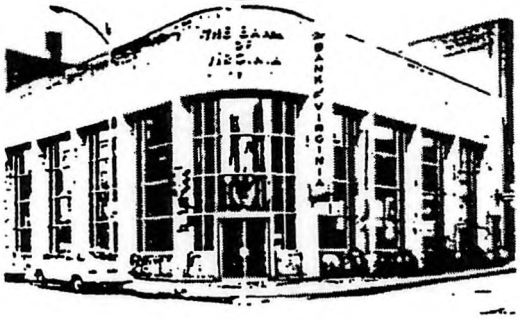
D. *Chesapeake & Potomac Telephone Co., of West Va., Charleston, W. Va.*

E. *Union Carbide Technical Center,*
Charleston, W. Va.

F. *United Fuel Gas Company,*
Charleston, W. Va.



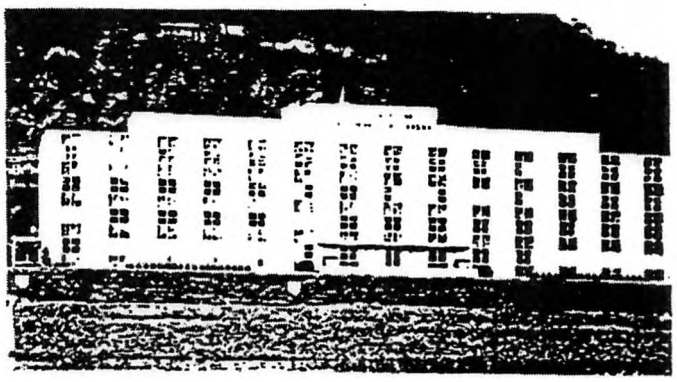
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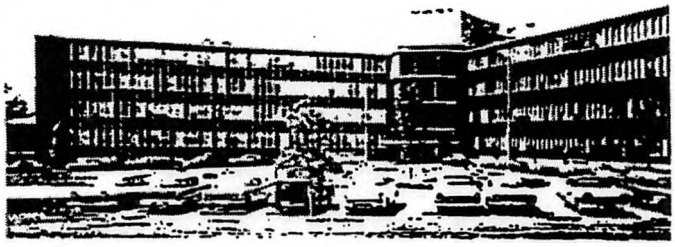
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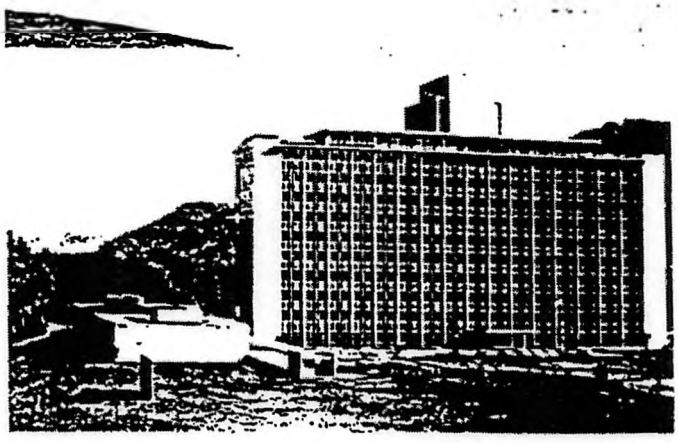
C.



D.



E.



F.

THIS, THEN, IS OUR STORY

We have grown in fifty years from a one-man company to an organization of many divisions because, more than anything else, we have not resisted change but have welcomed it as a means of better serving our customers.

When new techniques and materials began to supplement and replace lathing and plastering, for example, we adopted those methods and materials because we too wanted to grow and improve with the times. We have always done this, and we will continue to do so. We face the future with confidence—and an open point of view.