ASBESTOS

Vol. I **AUGUST, 1919** **No. 2**

FURNISHING A COMMON VANTAGE GROUND WHERE THOSE INTERESTED IN ASBESTOS AND MAGNESIA MAY MEET FOR DISCUSSION

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SECRETARIAL SERVICE

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Asbestos Products?

Are You an Engineer? Then, perhaps, you have experienced the economical, leak-proof service provided by GARCO Asbestos Packings.

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GENERAL ASBESTOS & RUBBER CO.

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Manufacturers of

"Diamond N" Asbestos Products

Pipe and Boiler Coverings
Heat and Cold Insulations

Main Office and Factory

Norristown -:- -:- Penna.

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We solicit inquiries for prices and samples of all grades of Asbestos Crudes and Fibres

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ASBESTOS

A MONTHLY MARKET JOURNAL

Devoted to the Interests of Asbestos and Magnesia Industries

Terms: $1.00 per Year in Advance

721 Bulletin Building Philadelphia, Pa.

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Advertising Rates: $20.00 per page, per issue, net. Copy must be in our hands by first day of each month for use in issue on the 15th or 20th of that month. Manufacturers and professional advertisers have puzzled their brains for hours, selecting the media which would carry their message to the maximum of buyers. "Asbestos" offers a media—100% efficient—through which manufacturers of Asbestos and allied products may reach the trade.

Let "Asbestos" take your message—every reader, not a competitor, is a buyer, and there are 1500 readers already

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EDITORIAL

Really, after the cordial reception accorded to our first issue, we feel that life is well worth living.

Circulation figures are jumping by hundreds, and a number of pages of advertising have been engaged.

All of which convinces us that there must be a *real* place for this little journal and will put us on our mettle to fill the bill.

Arrangements are being made to run a series of biographical sketches, accompanied by photographs, of some of the leading figures in the industries, and you will doubtless be glad to see what some of these leaders have accomplished in a lifetime.

A little later we will illustrate some of the plants and describe in understandable English the processes which are employed in the several branches of our industry.

Your full co-operation is earnestly desired, for this is essentially a readers' journal, and if *you* will only tell us what you *want to know* we shall print the answers to the best of our ability to so do.

LET'S GO!

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MARKET CONDITIONS

Crudes and Fibres

Miners report continuing active demand from all over the world for raw Asbestos. Trade having been resumed with Germany, not a little raw Canadian material will go to that country. English requirements are greater than ever, and miners, feeling that demand fully equals supply, are holding raw stuff at war prices.

Of course, short fibres such as are used in paper, millboard and cement manufacture are not in such heavy demand but, apparently, the miners will throw excess supply of these goods on to the dump rather than sell at prices which barely cover the cost of milling, bagging and handling.

Asbestos miners, since 1917, have for the first time in years made real profits, but it is to be hoped that in making prices they will bear in mind that there is a point past which it is dangerous to advance prices, because of the danger of *substitution* and discontinuance of use.

85% Magnesia

Increased building and industrial activity should markedly stimulate demand.

One manufacturer, at least, has anticipated this condition and has announced a price advance to agents, effective August 1st.

The work of the Mellon Institute is taking tangible shape and some of the results obtained by testing, exhaustively and scientifically, all varieties of high-pressure coverings will be startling and very convincing, when announced.

In an early issue, we will print something of the chemical processes required in the making of 85% Magnesia, endeavoring to make it plain to the non-technically trained reader.

If *you* know anything interesting about 85% Magnesia, write us about it.

Asbestos Textiles

Never in this branch of the industry has there been such great activity. Orders are piling up and unless more and greater supplies of crude Asbestos are found it will become increasingly difficult to care for the demand.

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No satisfactory substitute has been or is likely to be found for Asbestos metallic brake-band lining and the needs for high-pressure packing increase daily.

The United States Navy will require about 350,000 pounds of Asbestos packing in the next six months.

The thing most needed in this department is the establishment and maintenance of standards of quality, weight, texture, etc. Several efforts in this direction have been made but, while they have not died, they have become very ill.

Our prophecy is that if the Asbestos textile manufacturers do not undertake, and finish this job of standardization, some other agency such as the A. S. A. E., the Bureau of Standards, or other disassociated laboratory will do it for them, and surely it would be better for all concerned if this work could be done *within* the industry by experienced men.

Cottons, woolens, worsteds; in fact, all other generally comparable industries are fully standardized—WHY NOT THIS ONE?

Asbestos Paper, Millboard, Etc.

The situation in this line is unchanged, except that increased home building spells greater demand for paper to be used in pipe covering, and more homes mean more stoves, hence larger needs for millboard by stove manufacturers.

As indicated elsewhere in this issue, paper and millboard fibres are closely held by miners or else not produced at all, therefore, it appears futile to hope for any great change in the market situation as regards prices.

Actually, if the miners could slightly reduce present asking prices for these grades of fibres, no new business would result, for, no matter what the price, these commodities will not be stocked unless there is a real consumer demand, and that demand is largely lacking at this time.

Asbestos Shingles, Lumber, Etc.

The makers of Asbestos shingles are enjoying a very satisfactory volume of trade, even though it has been necessary to greatly increase prices. The Asbestos shingle is one of the newer products made from Asbestos, but has found such a ready market that combined sales run into large figures.

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Asbestos cement, lumber or wood, is extensively used in building, in electrical insulation work, for fire-proofing, etc. Sales are usually in large figures and the business is growing rapidly.

Corrugated Asbestos sheathing and Asbestos covered metal are naturally dependent upon building activity, but the use of these materials in place of iron and steel is becoming greater and more general with increasing benefit to the Asbestos industry as a whole.

Asbestos Specialties

The 5 and 10c stores handling stove mats, baking sheets, iron-holders, etc., are buying freely, and with plenty of money in almost everyone's pocket there is bound to be a resumption of activity in these lines.

Summary

Judged by the general conditions of the iron, steel, copper and other leading industries, the Asbestos industry is in a very satisfactory state and factors therein are to be felicitated.

FRANKLIN Fuel Saving PRODUCTS

Our new catalog, No. F. C. 7-19 should be of great value in the educating and guiding of possible purchasers of heat insulations.

We Also Manufacture Journal Box Packings Including the Famous "Perfection."

THE FRANKLIN MFG. COMPANY

Office: FRANKLIN, PA.

Plants: FRANKLIN, PA. STONEBORO, PA.

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BUSINESS PROPAGANDA

We apologize for the use of the word "propaganda," because of its associations during the war with everything mean, debasing and unscrupulous, but, no other word so well expresses our purpose.

The key to business achievement is advertising. Ninety-nine per cent. of successful advertising is business propaganda. Propaganda is scientific advertising, and anything that is scientific is true to the laws of both nature and man. Advertising to be effective must be scientific. Now then spread ethical propaganda.

Scathe the Germans as you will, they were pastmasters in spreading propaganda, be it ethical or no, because they knew their field in every relation. No scientific research was spread before German goods were offered in the world's markets. Experiments were multiplied and infinitum, until every advantage of material worth was discovered. Then they proved, by actual demonstration, what they claimed for their goods was beyond challenge or dispute. Abiding faith in their product gave assurance in themselves, and with their facts and investigations accumulated by scientific research, demonstration and experiment, they told the world of the standard of their goods—and the world heard them.

This is successful propaganda.

Successful, scientific propaganda works by INDUSTRY—not by companies or individuals. Little did the Germans care whether Smith & Company or Doe & Company got the business, just so it came to the German industry.

What is good for the industry is good for the individual company. No ethical right is inherent in anyone to participate in an industry's improved condition beyond his proportionate share. This is co-operation—co-operation spells SUCCESS.

Team-work develops big business, when everyone is pulling his industry's load.

Pride in the industry's business as a whole destroys selfishness and changes the motto "Every man for himself" to "Every man with the other, all together, hand in hand."

One man's discovery helps the other—hence improves his industry.

Co-operative effort assures progress, and only with it is ethical business propaganda successful.

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The Standard of Quality

Carey

ASBESTOS AND ASPHALT PRODUCTS

85% Magnesia

Carey Flexible Cement Roofing
Roll Roofings
Built-Up-Roofs
Asfaltslate Shingles
Wallboard
Roof Paints
Elastite Expansion Joint
Asphalts
Asbestos Products
85% Magnesia Products
Ezola Mats
Pipe Coverings and Cements

THE PHILIP CAREY COMPANY

Factories

Lockland, Ohio and Plymouth Meeting, Pa.

General Offices

Lockland, Cincinnati -:- -:- U. S. A.

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ASBESTOS—A TALISMAN

I wonder how many salesmen whose line is Asbestos textiles, paper, etc., carry with them a small piece of crude Asbestos.

Like an Egyptian amulet, which was supposed to possess all sorts of miraculous powers, a little piece of Asbestos rock contains the power to arouse interest.

If you don't succeed in securing your prospect's interest at the start, the order is as good as lost.

There is a story told of a man selling a certain kind of lamp chimney which was especially strong. When this salesman called upon a prospect, he would stand in the doorway and roll one of the lamp chimneys across the floor until it hit a table, chair or the wall, and rebound. Naturally the prospect was amazed that the chimney did not break into a thousand pieces, and from that point on it was easy sailing.

Now when you show a busy prospect a sample of Asbestos paper, or millboard, it does not appear of very interesting character, nor is an Asbestos gasket or a piece of Asbestos cloth very beautiful to look at, but—hand a man a piece of crude Asbestos and he is interested enough to ask a dozen questions.

Crude Asbestos is alwasy interesting, always attractive, always unique. At least 90% of the people on the globe never saw Asbestos and only about 50% ever heard of it.

They will not believe it when you tell them that you can pick it apart in threads, and if you let them finger it and pull a few fibres off, are as delighted as kids. By all previous experience, anything which can be pulled apart in threads like that ought to be soft to the touch, but it isn't—just as hard as any other rock.

It is only a step from the interest thus aroused to the telling of facts as to the fire-proof, resilient and binding qualities of Asbestos, and if you are in position to leave a small piece on the man's desk, he will treasure it, show it to all his friends, and it will act as a permanent reminder of you and YOUR GOODS.

Prosperity has a way of walking with all men—all concerns—who serve well.

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CONSTRUCTION INDUSTRIES FORESEE PROSPERITY

It is worthy of special comment that the construction industries have emerged from their wartime apathy into active production with generally live markets. The National Federation of Construction Industries is extremely optimistic on business activities of the future, a circumstance which furnishes a good criterion by which to judge economic conditions.

Through years of observation, experience has deduced that where our people are timid about the future, the first result noted is cessation of building operations, while confidence in the future fosters plant extensions, home construction and public improvements. For this reason the construction industries are a peculiar barometer of future business conditions.

That the Armistice was followed by a temporary depression, due merely to the physical and mental relaxation of strenuous wartime effort, by no means justified by economic conditions nor supported by the wiser heads of industry, was purely a natural consequence of what preceded.

A recent questionnaire sent to members by the National Federation of Construction Industries confirms our optimism for the future. Substantiating their opinions they point out that money is plentiful, that labor is abundantly available, that production machinery is facing a sharp demand and that the accumulated market of the war period is waiting.

Furthermore, these questionnaires revealed four logical reasons why present market prices must be maintained:

1. The inevitable law of supply and demand.
2. The high cost of materials.
3. The advanced cost of living.
4. The certainty that high wages must continue.

High labor costs exert no worrying influences on builders, because they are coming to appreciate that human affairs have been changed by the war. The belief prevails that a better understanding now exists between capital and labor caused by the business strife of wartime production. The working classes have risen to a higher plane of living, en-

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THE MAGNESIA ASSOCIATION OF AMERICA

intended to give you a little talk about its plans, using this page of space for the purpose.

¶ Vacation time interfered with the execution of the original idea, so the publishers take this opportunity to call your attention to the current and forthcoming announcements of The Magnesia Association of America in the Saturday Evening Post and the Trade and Technical Papers.

¶ We are sure that all those of you who are selling 85% Magnesia Products are being greatly helped in your day to day work by the research and publicity efforts of the association, and you are invited to regularly criticize and suggest—all to the end that the work in progress may be the more economically and efficiently performed.

—*The Editors*

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85% MAGNESIA PIPE AND BOILER COVERING — ITS ORIGIN

In 1882, Hiram N. Nanmore, of Philadelphia, was mixing plaster of Paris, hair, rope and other materials into a cement for application to steam pipes and boilers.

Business took Mr. Hanmore to a New England city where he had occasion to go into a drug store. While standing at the counter, he was much interested in observing the clerk weighing out parcels. One of these weighings impressed Mr. Hanmore especially, since the material weighed was very bulky in proportion to its weight. Inquiry elicited the information that this material was powdered carbonate of Magnesia and that it was manufactured in Mr. Hanmore's home city, Philadelphia.

Upon his return home Mr. Hamore procured, from Keasbey & Mattison, a quantity of Magnesia for the purpose of experimenting with it as a substitute for the plaster of Paris he was then using in his cement.

Hanmore's experiments were satisfactory and he procured a patent for a non-heat-conducting covering to be made of Magnesia and shredded rope, which latter he obtained from a ship chandler.

Hanmore's theory *viz*: that the air voids in Magnesia would provide an excellent non-conductor of heat, has been proven by practical experience, sound and unquestionable.

Dr. Richard V. Mattison, becoming curious to know what Hanmore was doing with the powdered Magnesia which he was buying, learned that Mr. Hanmore was himself applying this Magnesia-rope cement to boilers and pipes in the plant of the Franklin Sugar Refinery, Philadelphia.

Hanmore, the patentee, and Mattison, the manufacturer and merchant, came to an understanding whereby the manufacturer of this new insulating material was undertaken by Keasbey & Mattison.

Soon moulds were made for forming the mass into sections and blocks, and not long afterward, *Asbestos* was substituted for the second-hand ship's rope originally used.

From this beginning the present very great Magnesia industry has grown.

At present the manufacturers of Magnesia are: Philip Carey Company; Ehret Magnesia Mfg. Co.; Franklin

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WASTE NOT! WANT NOT!

Doubtless you have heard your grandmother quote that many a time when you were a boy—so often, perhaps, that you failed to give any thought to its meaning.

If Grandma could visit some of our large industrial establishments today, I am afraid she would be sorely tempted to quote it again, notwithstanding the fact that proverbs and mottoes have rather gone out of fashion.

It is highly probable that all our readers, at this point, will yawn, and be inclined to say: "This is of little interest to me. OUR factory is highly up-to-date, thoroughly efficient and the *waste as negligible as possible to make it.*"

But IS IT?

A printing concern, whose manager was complacently satisfied that the waste in his establishment was absolutely at minimum, woke up suddenly when a cost accountant, after only two month's investigation, saved him $30,000 a year, merely by showing him how he could cut down the waste—and that was only the beginning. Was the $30,000 negligible? Would the largest industrial plant regard a $30,000 saving as unimportant?

Why is it that a man will securely lock his cash-drawer and safe-guard it with various devices in the shape of records, yet keep only a dilatory watch over the raw materials and supplies used by his factory? With raw materials and supplies of all kinds advancing in price almost daily, it is high time that all manufacturers made careful investigations and learned just how much material is wasted, and how to reduce that waste.

Last year your cost-accounting system may have been somewhat overlooked. Uncle Sam kept us all rather on the jump. You did not have time to stop the little leaks. They were unimportant when compared with the big, final aim—the winning of the war. But today you have no such excuse.

Costs of Asbestos fibres are high and every indication points to an advance. Are you getting every penny's worth out of each ton of Asbestos you purchase? Asbestos is easy to waste—nothing easier. Are you wasting it?

Some of you may answer that question by assuming a virtuous air. "We use the waste Asbestos from the cards in the making of wick, for which we get 50 or 55c a pound."

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PERSONALS

Recent litigation between Ehret Magnesia Manufacturing Co., plaintiff, and Jacobs Asbestos Mining Company, defendant, in the Dominion Courts, Montreal, for breach of contract has been amicably settled out of court, to the satisfaction of all parties concerned.

B. U. Livingston, Jr., formerly connected with the Magnesia department of Keasbey & Mattison Company's home office, has been transferred to their New York office, as manager, the former manager, Mr. N. F. Wood, having resigned on account of ill health.

An arrangement profitable to both parties was recently effected between the Philip Carey Company and the American Insulation Company, whereby the American Insulation Company, who are located at Roberts and Stokley Sts., Philadelphia, represent the Philip Carey Company in the Philadelphia district, for all of Carey's lines.

O. R. Emigh has succeeded R. M. Nicholls, as president of the Baltimore Rfg. & Asbestos Mfg. Co. Mr. Emigh was formerly general manager of that company.

Mrs. Esther D. Mattison, wife of Dr. Richard V. Mattison (President of the Keasbey & Mattison Co., Bell Asbestos Mines, Asbestos Shingle, Slate & Sheathing Company, etc.) of Ambler, Pa., died July 15th, at her summer home at Newport, R. I.

Mrs. Mattison had not been in good health for a number of years past, having been a sufferer from heat exhaustion, complicated with an affection of the heart.

Mrs. Mattison, while little known to the general public, as her state of health prevented most social activities, is sincerely mourned by those who had the opportunity of knowing her.

She is survived by her husband, and two sons, Richard V. Mattison, Jr., and Royal Mattison, both of whom are associated with their father in various enterprises.

The John D. Hoff Asbestos Company, San Francisco, is planning for the establishment of a branch plant at San Diego, for the manufacture of Asbestos-magnesite floors and other specialities.

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Robert Hastings Ferguson, for twelve years valued representative of the Ehret Magnesia Mfg. Company, and for the past year manager of their Philadelphia office, died on July 21, 1919, as the result of a serious accident occuring early in June.

Mr. Ferguson was well liked by all who knew him, and his death causes a vacant place in the personnel of the Ehret Magnesia Mfg. Company which they regard as difficult to fill.

The New Jersey Asbestos Company has been ordered by the Federal Trade Commission to desist from "giving or offering to give to employees of its competitors, their customers or prospective customers, as an inducement to influence their employees to purchase or contract to purchase—or to influence such employees to refrain from dealing or continuing to deal with competitors—without other consideration, therefor, gratuities, such as liquor, cigars, meals, theatre tickets, valuable presents or entertaimnent, consisting of amusement or diversions of any kind whatsoever."

The New Jersey Asbestos Company denies that it has committed any wrong or has done anything illegal or unethical. It has appealed from the ruling of the Federal Trade Commission in the United States Circuit Court of Appeals and states that it purposes carrying the contention to the highest courts, rather than rest under the stigma brought on by the order.

We will all be much interested in following this case.

TRAFFIC MANAGERS, TAKE NOTICE!

Has it ever occured to you that there are about a million inconsistencies in the freight classifications applied to Asbestos goods?

Why don't we all get together, assemble our arguments, and present a united front to the powers that be, to the end that we can have uniform, reasonable and consistent basis for operation?

This journal will gladly act as a clearing house for all and any work on the subject.

Now then, you traffic managers, if you want a goat, pick on us. GO TO IT!

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WASHINGTON NEWS

Benjamin Catchings Resigns from Federal Trade Commission. Benjamin Catchings, Esq., the efficient attorney for the Federal Trade Commission during the World War Emergency, has resumed the practice of law in New York City and maintains an office in Washington where he will specialize in *Foreign* and *Domestic* Trade Association matters.

War Trade Board Transferred to State Department. Pursuant to an executive order, signed by the President on May 12, 1919, the present personnel, duties, powers and records of the War Trade Board have been transferred to the Department of State as of July 1, 1919. This transfer will not affect or inconvenience the exporting and importing public in any way. The functions of the War Trade Board will be continued to be performed by the present personnel in the building at 20th and C. Streets, Washington, D. C.

Trade Commissioner Secretary Resumes Law Practice. Leonidas L. Bracken, Secretary of the Federal Trade Commission, has resigned that position, to resume his law practice, with Arthur J. Eddy in Chicago. Mr. Eddy is the originator of the open price plan of competition.

War Trade Board Coal Agreements Cancelled. The War Trade Board Section of the Department of State has announced that all agreements (War Trade Board Form X-201) entered into with the War Trade Board by persons, firms or corporations in the United States and its possessions and in foreign countries, in connection with the sale or delivery of coal, coke and primary or derivative oils, have been cancelled, effective July 14, 1919.

Bureau of Mines to Dedicate Laboratories. The Bureau of Mines announces that during the week of September 29th, the new Million Dollar Laboratories and Workshops, in Pittsburg, Penna., will be formally dedicated. High officials of the Government, together with governors of the principal mining states, and the leaders in the mining industry and miners' organizations, will be present to take part in the dedicatory ceremony. The different laboratories of the Bureau have been completely equipped for the investigation of the various problems relating not only to greater safety but also to greater efficiency in the mining and metallurgical industries.

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BUSINESS PROPAGANDA

(*Continued from Page Eight*)

Americans have been styled the poorest propagandists in the world because they lack the tie that binds their common interests. Individual ambitions have towered above industrial achievement, resulting in breaking the industry's organization, hence dividing the forces within the industry. No propaganda is possible in business where the harmony is broken by the "NO" of the one manufacturer against the "YES" of the other.

But the successful business propaganda reaches even a broader area than co-operation within the industry, it implies team-work from miner, manufacturer and salesman for the ultimate good of all. Every element must be correlated into one united association of ideas. This makes the industrial cycle complete, cementing the discoveries and investigations of the several units into one over-all persuasive force, which, when exerted on the public, finds them ready recipients of the scientific proofs and investigations of the industry. This is *effective industrial achievement.* This is accomplished by *co-operation.* This is *advertising that carries the public mind through the years.* This is the ANSWER to sound, ethical business propaganda.

85% MAGNESIA PIPE AND BOILER COVERING—ITS ORIGIN

(*Continued from Page Thirteen*)

Mfg. Co.; H. W. Johns-Manville Co.; Keasbey & Mattison Co.; Merele Magnesia Co.; Mineral Products Co.; Mount Joy Magnesia Mfg. Co.; National Magnesia Mfg. Co., nearly all of them being large, well organized and successful concerns.

Next month we shall try to tell something of the practical employment of the material and the very simple, yet interesting, reasons for its superior qualities.

Advices reach us from Cincinnati that the insulation and Asbestos pipe coverers in that city, who have been on a strike since April 23rd, to enforce a wage demand of 85c per hour, are still striking, and that there is no present prospect for the committees representing the employers and the Union to agree upon a compromise of this demand.

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CONSTRUCTION INDUSTRIES FORESEE PROSPERITY

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joying better housing conditions, more sanitary homes, and more and better recreation. New habits of living have been inculcated.

Evidence is not lacking that the construction industries are approaching the future with such confidence that no Bolshevism will arrest the investment of capital in the expansion to industry. No radicalism or other high-handed methods, designed to drive labor to the throes of socialism, will be countenanced. But labor does demand that their best efforts "shall not be regarded as a commodity." It is a living, human effort and should be treated as such.

Workers want a larger share in the profits of industry. They are so entitled. The wisest voices in the country admit this. It is not too much to prophesy that the prosperity of any given industry in the future will be in direct proportion to the enlightened conditions of labor which prevails within that industry. Workers must have a genuine chance to satisfy their creative impulses. A fair measure of their efforts in the industry must remain their own. A reasonable attitude toward these conditions will tend to reduce the differences between capital and labor and aid all of us to profit by the industrial activity just ahead.

WASTE NOT! WANT NOT!

(*Continued from Page Fourteen*)

Well and good, but in figuring your cost on wick do you count it at the cost you originally paid for the fibre—or do you figure that the "fly" was just "waste" and therefore worth very little?

Seriously, to anyone familiar with Asbestos costs and processes, it is a puzzle to know how manufacturers sell wick at 50 or 55c and come out even—to say nothing of making a profit.

Review your cost system. Does it give you the *correct* costs, or are there misconceptions? Does it show your wastes and how they can be reduced?

THINK IT OVER!

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QUALITY ASBESTOS USACO PACKINGS

United States Asbestos Company

General Office: Lancaster, Pa.

Mills at Manheim, Pa.

We manufacture asbestos yarns and fabrics, also packings and friction facings and sell them exclusively to rubber goods manufacturers, packing manufacturers and brake lining manufacturers and to distributors of asbestos material on a quantity basis

ASBESTOS USACO

Branches: New York, Boston

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To the Editor—

Dear Sir:

The Ehret Magnesia Manufacturing Co., of Valley Forge, expected to have ready for this issue, an "advertisement" in your very creditable paper, and will, when it again issues. Today we will only wish you good luck, and say that we believe out of the Editor's wide experience, the paper will become a valuable asset to the industry, if not to him, and that we at Valley Forge continue to, as during the past eighteen years, manufacture "Ehret's 85% Magnesia," and ship it to satisfied customers throughout the United States and abroad.

EHRET MAGNESIA MANUFACTURING COMPANY

Factories and Executive Offices

VALLEY FORGE, PA.

Branch Offices

NEW YORK, Architects' Building
PHILADELPHIA, Land Title Building
CHICAGO, 20 E. Jackson Boulevard

New England Representatives

NIGHTINGALE & CHILDS COMPANY
BOSTON, MASS.

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PREVAILING PRICES

Consumer's Prices providing a living profit to Distributor, Jobber and Dealer, appear to be:

85% Magnesia Pipe Covering	List Net	
Magnesia Carbonate, Powdered	$0.17 to $0.20	lb.
Asbestos Paper, Commerical	10.00 to 15.00	cwt.
" Millboard, Commercial	10.00 to 15.00	cwt.
" Paper and Millboard, Special	15.00 to 35.00	cwt.
" Air Cell, 4-Ply	40%	
" Cement	$2.00	cwt.
" Yarns, 10s Commerical	$0.95 to 1.25	lb.
" Cloth, 10s Commercial	1.00 to 1.50	lb.
" Listings and Tapes	1.50 to 6.00	lb.
" Wick and Rope Packing	.75 to .90	lb.
" Wire Inserted Sheet	.80 to 1.50	lb.
" High-Pressure Steam Packing	1.00 to 1.75	lb.

Let no one say that wages are high in America, for in doing so he disguises a cardinal fact. Let him rather say that unit production is high. Wherever that is true, unit satisfaction is high accordingly.

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