ASBESTOS

Vol. I **SEPTEMBER, 1919** **No. 3**



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



Published by

SECRETARIAL SERVICE

721 Bulletin Building **Philadelphia, Pa.**

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/1

To What Extent are You Acquainted with

GARCO

Asbestos Products?

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

Are You a Manufacturer of Asbestos Products? If so, you have probably had the satisfaction of producing goods of more than ordinary merit by the use of GARCO Asbestos Textiles.

Are You a Distributor or Salesman of Asbestos Products? You must have noticed, then, the growing respect among your trade for goods bearing the GARCO brand.

The success of GARCO Asbestos Packings, Automobile Specialties and Textiles is the result of a fixed policy to produce goods of the highest character only.

GARCO Asbestos Products

Packings

Locomotive Throttle and Air Pump Packings
High Pressure Piston Packings
Valve Stem Packing
Medium and Low Pressure Packings
Perfect Valve Rings
Flax Packings
High, Low and Medium Pressure Sheet Packings
Gaskets and Gasketting Material
Asbestos Wick and Rope

Asbestos Automobile Specialties

Brake Lining
Transmission Lining for Fords
Cone Clutch and Disc Clutch Facings
Asbestos Spark Plug Yarn

Asbestos Textiles

Cloth, Yarn, Cord, Carded Fibre, Braided Tubing

GENERAL ASBESTOS & RUBBER CO.

Main Office and Factories, Charleston, S. C.

BRANCHES AND COMPLETE STOCKS

58 Warren St., New York 14 North Franklin St., Chicago
311 Water St., Pittsburg

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/2



Norristown Magnesia and Asbestos Co.

Manufacturers of

"Diamond N" Asbestos Products

Pipe and Boiler Coverings
Heat and Cold Insulations

Main Office and Factory

Norristown -:- -:- Penna.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 3 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/3

CANADIAN and AFRICAN

Asbestos Crudes and Fibres

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

SOLE SELLING AGENTS

FOR

CANADIAN CRUDE ASBESTOS & FIBRE CORP.
(LIMITED)
THETFORD MINES, CANADA

Crudes Nos. 1 and 2 Spinning Fibres
Shingle and Paper Stocks

Write for our monthly market letters
Correspondence in any language

THE WORLD'S LARGEST DEALERS

ASBESTOS & MINERAL CORPORATION
Whitehall Building
NEW YORK

BRANCHES
London, Paris, Tokio, Genoa, Copenhagen, Christiania, Stockholm, Rotterdam, Hamburg, Sydney, Cleveland, San Francisco

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 4 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/4

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.

Vol. 1 SEPTEMBER, 1919 No. 3

Table of Contents

	Page
Editorial	4
Market Conditions	
Crudes and Fibres	6
85% Magnesia	6
Asbestos Textiles	7
Asbestos Paper and Millboard	7
Asbestos Shingles, Lumber, etc.	8
Summary	8
Prices During Last Month	10
Co-operative Advertising	11
Complaints	14
Fitting Industry with a Flywheel Fund	15
News of National Interest	16
Personals	18
Message from a Great Life	20
Publications	25
Production and Patience	26

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

Asbestos Magazine, 1919, September 1919 Published by AsbestosClaims.Law

ACL Doc 12047 · Page 5 of 33 asbestosclaims.law/library/12047/5

EDITORIAL

We believe the dominant note of this little journal should be one of optimism.

With nearly all industries running full, with the stock market indicating future prosperity, and with observers of world trade conditions all agreed that United States commerce is in a fair way to lead the entire world, why shouldn't we be optimistic?

If anyone doubts, let him read the excellent article, by Theo. N. Vail, Chief of the American Telephone & Telegraph Company, in the August issue of *The American Magazine*.

Possibly no particular industry is in such a peculiar position as is the Asbestos one. Raw Asbestos, without which production would be impossible, is insufficient to meet current needs, and, owing to the nature of the deposits, it is very unlikely that there will be a surplus for a long time to come.

Rumors reach us occasionally that some new concern is about to enter the field, but, having come to know something of the raw material situation, we cannot give much credence to these reports. Certainly anyone contemplating an invasion of the Asbestos field of manufacture, would better pause at least long enough to locate a dependable source of supply.

Present operating plants have machine and mental capacity to supply all demands, whenever crudes and fibres become available in adequate quantity.

Except for occasional lapses, caused by poor guessing or weakness in the knees, manufacturers are getting profitable prices for goods. Not excessive prices, by any means, but sufficient to pay a reasonable net return on investment.

One thing greatly needed in this industry, especially in the textile part of it, is a uniform, intelligent and common-sense method of cost-finding. Quite frequently prices are made which clearly indicate an almost entire ignorance of true costs. The Textile Association might well employ some recognized authority to devise a workable plan of costing.

With Association machinery all available and in working order, a great deal of progress along these lines could be made at relatively small cost in money or time.

Asbestos Magazine, 1919, September 1919
Published by AsbestosClaims.Law
ACL Doc 12047 · Page 6 of 33
asbestosclaims.law/library/12047/6

Designate someone in your office to send "ASBESTOS," notes of interest concerning your organization, its progress, plans, changes in personnel; in fact, everything having to do with the industry.

August 22nd issue of *Leslie's Weekly* carries a large advertisement of *Judge*, the heading of which reads, "We thought we would have to bind next week's Judge in Asbestos." Hot stuff, eh? At any rate it suggests a possible new use for the paper manufacturers.

Only nine per cent. of the working people of this country are enrolled in the labor unions. That nine puts up a mighty big front, it seems.

Professor Gidding, of Columbia University, says that the prohibition amendment is a dangerous moral aggression and to enforce it will require a government like that of the late Czar.

If we could find space we would reprint in its entirety a short biographical sketch of Andrew Carnegie, which appears in the *Engineering and Mining Journal*, August 16, page 281. It is an inspiration and mighty well worth reading.

The Yawman & Erbe Mfg. Company, in its current advertising, gives credit for the efficiency of its steel filing cabinets to the Asbestos with which the cabinets are insulated. This is an interesting use of corrugated Asbestos paper.

It is interesting to note that Mr. Watson Barratt, the artist, has been commissioned by the Messrs. Shubert to paint the Asbestos theatre curtains in all of the Shubert New York theatres. Mr. Barratt's treatment of the curtain of the 44th St. Theatre is to be used as a general basis for his proposed work in the other Shubert theatres.

Asbestos Magazine, 1919, September 1919
Published by AsbestosClaims.Law
ACL Doc 12047 · Page 7 of 33
asbestosclaims.law/library/12047/7

MARKET CONDITIONS

Crudes and Fibres

The Canadian Asbestos market is unchanged. No greater supply of good material is available, and, on the other hand, demand seems even keener than a month ago. Prices are very unstable, each miner appearing to pursue a different policy as to grading, pricing and marketing.

It is extremely unfortunate that the few miners of Canada do not get together on this matter of grading and see to it that every ton of material shipped is up to grade, and that grade a standard one, adopted and used by all miners alike.

World buyers have it in their power to bring this about, but it is so distinctly a job for the miners that buyers should not have to do it.

No miner or manufacturer who thinks in a big, broad way but realizes the need for standard grading. Given standard grading, reasonable stability of price will follow quickly. Nobody objects to present or higher prices if they are stable, and are being paid by all alike for the same grade material, and if the prices are not prohibiting the logical development of the industry in general. Let the miners think.

We have quotations from a reputable Canadian miner as follows:

Crude No. 1	$1500	
Crude No. 2	850	
Mill Fibre "C"	425	(testing 3-8-3-2)
"R/M" "	150	(testing 0-2-10-4)
"F" "	22	
"Floats"	12	

85% Magnesia

No particular change can be noted in the 85% Magnesia market. Prices are holding steady, production and shipment exceeding the expectation of all the manufacturers, as stated along in March and April. There ought to be some field for the exportation of 85% Magnesia, and we wonder just how much effort is being made by the Magnesia manufacturers to develop foreign fields of trade in which, it has recently been stated by keen observers of world trade conditions, American manufacturers are not always

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 8 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/8

in position to compete successfully with foreign producers. It would be interesting to know whether anyone in the Magnesia field has inquired into the export situation with a view to determining whether 85% Magnesia can be successfully sold abroad and in competition with other high-pressure insulating materials.

Asbestos Textiles

The Asbestos textile industry continues very active. Accounting for this activity, we have but to look to the increasing production of iron, steel and products made therefrom, including, especially, automobiles, as for many years the index to conditions in the Asbestos industry has been the iron and steel situation. It is mighty hard to find any industry in this country today which is not extremely busy and making strenuous efforts to increase production. The greatest limitation placed upon production of Asbestos textiles is that imposed by nature, deposits being very limited and of such character that raw materials can be produced in limited quantities. The capacity of textile spinning mills is ample to care for the present demands if raw material were available, but since there is undoubtedly a shortage of crudes and spinning fibres, there is, naturally, a deficit in finished goods. The textile manufacturers have, to a greater extent than any industry with which we are acquainted, kept themselves out of the profiteering class. As a matter of fact, some of the prices now being made for Asbestos textile products are less remunerative to the factory than were prices being secured in 1913 and 1914. This is a situation which we find it very difficult to understand, but at least it is satisfying to know that there has been no profiteering in the Asbestos textile line.

Asbestos Paper, Millboard, Etc.

Ever increasing activity in general building clearly points to an improvement in the Asbestos paper and millboard market. As we have so often stated, unless the demand exists for the goods these materials are of such a character that they cannot be sold or given away. With every large center of population reporting great shortage of houses and with every index pointing to still further

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 9 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/9

advances in the cost of building, it seems logical to expect a prompt resumption of building activity all along the line, and when this happens, naturally the market for Asbestos paper and board will broaden.

A large distributor of pipe coverings, into which commodity the bulk of Asbestos paper goes, pointed out to us the other day that one of the reasons the Asbestos paper market is suffering is that pipe coverers, plumbers and steamfitters are now receiving such high wages that between the increased cost of the covering itself, and the high cost of labor, many owners of residences are refusing to cover pipes, thus causing a loss of demand which properly belongs to the industry.

It is quite apparent that if the marketing of pipe coverings under normal conditions requires much urging on the part of the sellers, it becomes increasingly difficult to sell pipe covering as the cost of the installed job goes up. This seems to be a point worthy of consideration, not only by the manufacturers and distributors but by labor as well, because the less covering there is sold, naturally the less covering there is to be installed by those workers who ordinarily install it.

Asbestos Shingles, Lumber, Etc.

Increase in building activity means more business for Asbestos shingles; the very great increase in the use of electricity for all purposes spells further uses of Asbestos lumber. The manufacturers of Asbestos shingles have recently adopted a new standard price list, which is an advance over the one previously in use, and which will enable the manufacturers to extend proper differential discounts to various classes of trade handling the product.

Summary

The Asbestos industry continues to be prosperous, and all available information points to a continuance of this condition.

Asbestos Magazine, 1919, September 1919
Published by AsbestosClaims.Law
ACL Doc 12047 · Page 10 of 33
asbestosclaims.law/library/12047/10

FRANKLIN
Fuel Saving
PRODUCTS

Example of Bare Pipe Losses and Savings from Coverings

Constant Operation—150 lbs. Steam Pressure—Coal $6 per Ton

Pipe Size	Annual Loss 100 Feet Bare Pipe	Proper Thickness 85% Magnesia	Annual Saving By This 85% Magnesia	List Price of Covering
1″	$ 167.00	1½″	$ 139.00	$ 52.00
1¼″	201.00	2″	173.00	90.00
3½″	436.00	2″	384.00	125.00
4″	487.00	2″	432.00	135.00
6″	700.00	2¼″ (D S)	632.00	180.00
10″	1,111.00	2½″ (D S)	1,019.00	290.00
12″	1,317.00	3″ (D S)	1,220.00	410.00

NOTE: **Cost of covering at list saved 2 to 3 times in first year.**

From Catalog F. C.—7-19

Branch Offices

NEW YORK	501 Fifth Ave.
CHICAGO	20 E. Jackson Boulevard
BOSTON	153 Milk St.

Agencies

PHILADELPHIA	The W. E. Steelman Co.	808 North American Bldg.
NEWARK	Charles S. Wood & Co.	17 Alling St.
WILKES-BARRE	The W. E. Steelman Co.	133 N. Pennsylvania Ave.
CLEVELAND	Buckeye Asbestos Co.	1233 Prospect Ave.
DETROIT	Michigan Covering Co.	35 Bagg St.
SAN FRANCISCO	E. S. Sullivan Co.	751 Monadnock Bldg.
KANSAS CITY	The Standard Asbestos Mfg. & Insulating Co.	210 Scott Ave.

THE FRANKLIN MFG. COMPANY
FRANKLIN, PA.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 11 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/11

PRICES DURING LAST MONTH

Consumer's prices, providing a living profit to distributor, jobber and dealer, were:

85% Magnesia Pipe Covering	List Net	
Magnesia Carbonate, Powdered	$0.17 to $0.20	lb.
Asbestos Paper, Commercial	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 Commercial	$0.95 to 1.25	lb.
" Cloth, 10s Commercial	1.00 to 1.50	lb.
" Yarns and Cloth, Special	1.50 to 5.25	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.

Dr. E. R. Weidlein, Acting Director of the Mellon Institute, in which the Magnesia Association of America maintains a Fellowship, has agreed to give us an article, semi-technical in character, which will describe the production and uses of Magnesia.

We hope to give you this in an early issue, and believe it will be well worth reading.

Announcement has been made of the first annual meeting of the proposed National Association of Building Trades Employers, to be held in Chicago, September 23rd and 24th, for the purpose of effecting a permanent organization of what will eventualiy, in all probability, become one of the most powerful associations of employers in this country.

It is to be hoped that a strong delegation from every association of employers will attend this meeting at Chicago, with a view to lending their aid and assistance in the formation of the new and badly needed national organization.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 12 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/12

CO-OPERATIVE ADVERTISING

An address delivered before the Material Handling Manufacturers' Association

By BURDETTE PHILLIPS

Co-operative, or group, advertising is a comparatively new idea. And yet to my mind it is already the biggest thing in advertising today. It is fraught with tremendous possibilities. The wonder is that it has been so long in arriving. No doubt the war, which has taught us so many great lessons, has been responsible for bringing a new significance to that much maligned word, co-operation, which, after all, is the biggest word in the language. For large results, there is nothing so effective as the long strong pull together.

Co-operative advertising is a big idea because it is logical, and takes the shortest cut, the straight line, to its goal. Its purpose is to create markets for general products before attempting to sell specific commodities. It recognizes that a man must first have an appetite before he is ready to enthuse much over the bill of fare. It sinks the petty jealousies of the individuals of a group of manufacturers who have certain vital common interests, and subordinates them to the good of the whole. It combines the efforts of the many in the creation of a general market without in any way hampering the individual members of the group in their respective selling and advertising plans.

It has long been recognized that there can be no advertising of a specific product which does not benefit, very directly, the sale of every other product of the same general class. And the pity of this situation is that all too many concerns have ever been ready to build up a parisitic business, by cashing in on the fruits of the other fellow's advertising. The remedy for this unhealthful business situation has been found in co-operative advertising.

In any co-operative advertising campaign there must be a common product to be sold. And the group advertising must be limited to that common product. In most cases it is an idea, or a service, and not a commodity at all. The paint and varnish makers are engaged in a co-operative campaign, selling an idea, embodied in the slogan "Preserve the Surface." The common product which the material-handling machinery manufacturers have to sell is not a truck, a crane, a steel shovel, or a wheelbarrow.

Asbestos Magazine, 1919, September 1919 Published by AsbestosClaims.Law
ACL Doc 12047 · Page 13 of 33 **asbestosclaims.law/library/12047/13**

It is something far bigger, more important, and has an appeal which reaches all men and all classes. It is the idea of handling materials with machinery; of lightening the labor of human hands, thereby enabling thousands upon thousands of men and women to work with their heads instead. It is an idea which strikes at the very root of the subject of transportation costs, by far the largest factor in the price of many of life's necessities. Thus it touches vitally the interests of everybody. The idea which you have to sell makes possible the loading and unloading of ships at their docks in a matter of hours where it now takes days and weeks. You are increasing the capacity of railroad terminals by expediting the handling of their freight. You are speeding the construction of buildings, and increasing the production of manufacturing plants. You are lightening the burden of the laborer and making his work more productive. You have a story to tell that the whole world is waiting to hear, if you will but translate it into terms of service. Do this and you will have the greatest selling story of the age.

There are always those few who see a menace to labor in the introduction of labor-saving devices. The cotton-gin was held up for a number of years by just such men. But, happily for labor, it has long since been proved that every machine which lightens the labor of human hands has not only multiplied the laborer's opportunities, but has also resulted in the advancement of his wages and his standards of living.

The leaders of labor today recognize that labor-saving machinery is labor's greatest friend and benefactor. Therefore, the laborer, as well as the employer, should be reached with your educational campaign. Make him your ally, for he is a powerful salesman.

Selling the idea is not only the essential in co-operative advertising, but the idea cannot be sold successfully except through co-operative advertising. Some may ask: "Why can we not all sell this idea, each in his own individual advertising and selling plan? Why must it be done by us as a group?" The answer is that the co-operative plan is not only less costly, but far more effectual. The National Cash Register Company set out with a big idea, and carried it through very successfully. Their plan was to sell a service and not a cash register. To sell the storekeeper a

(*Continued on Page Twenty-two*)

Asbestos Magazine, 1919, September 1919
Published by AsbestosClaims.Law
ACL Doc 12047 · Page 14 of 33
asbestosclaims.law/library/12047/14

Two-Minute Talks on "85% Magnesia"

NUMBER 1

What place has "85% Magnesia" in a book called "Asbestos?"

Simply because while "85% Magnesia" is only eighty-five per cent. Magnesia, all of the other fifteen per cent. is Asbestos.

That fraction of Asbestos is used in "85% Magnesia" coverings because it is needed as a firm binder, to give them a mechanical stability.

The heat insulating value of "85% Magnesia" coverings is entirely in the air-cells of the carbonate of magnesia. But these magnesia air-cells require another substance as a binder to hold them in place. For this purpose, no binder is so good as Asbestos, because *it* is fire-proof as well as the Magnesia.

But why just that ratio of 85% for Magnesia? Since the heat-production is all in the Magnesia, why not a larger ratio of it?

Because experience has found that the Magnesia needs just about 15% of mixture with the tough Asbestos fibre to insure its being handled without breakage. But the more Asbestos you get in the Magnesia mixture the poorer heat saver it becomes. Therefore, you get through this scientific mixture, the surpassing alliance of Effectiveness and Durability—a regular, almost chemical combination, so to speak—the Magnesia occluded air-cells to prevent the escape of heat, and the Asbestos toughness to bind them together in maximum strength, so as to make the best practical heat saver—one that can be handled without breakage.



MAGNESIA ASSOCIATION *of* AMERICA

721 Bulletin Bldg., Philadelphia, Penna.

EXECUTIVE COMMITTEE, Wm. A. Macan, *Chairman*

George D. Crabbs	The Philip Carey Co. - - -	Cincinnati, Ohio
Alvin M. Ehret -	Ehret Magnesia Mfg. Co. -	Valley Forge, Pa.
J. R. Swift - - -	The Franklin Mfg. Co. - - - -	Franklin, Pa.
R. V. Mattison, Jr.	Keasbey & Mattison Co. - - - -	Ambler, Pa.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 15 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/15

COMPLAINTS

Do you have faith enough in your goods so that when a complaint comes along you KNOW that it isn't the goods that are at fault?

If you have, you are different from the run of men!

I have seen men so scared by a complaint that they do not even stop to investigate it and so find out that, in nine cases out of ten, it isn't a complaint after all.

An instance of this sort occurred not long ago, of which some of you may have knowledge, but it will be repeated here for the benefit of those who did not hear the story.

An article appeared in current news which read as follows:

FIRE THREATENED STORE BUILDING

"The asbestos covering above the heater in the store of Pennepacker & Bromer, Schwenksville, was on fire on Saturday afternoon, and its timely discovery prevented a very serious conflagration. The covering is supposed to be asbestos, but the fact that it burned is an indication that it must contain some inflammable ingredients and is a source of danger more than protection."

Now that sounds discouraging, doesn't it? Asbestos covering BURNED?

But when you get the FACTS, it is quite a different story.

In the first place, it was found, upon investigation, that the covering was NOT Asbestos, but was wool felt.

What is more important, however, was the real cause of the fire. Due either to accident or carelessness, the boiler of the heating plant was allowed to run dry, and consequently the temperature in the boiler and those pipes immediately adjoining (on which pipes the covering was applied) ran to a degree never anticipated by the installer of the wool felt covering.

Wool felt was never supposed to withstand such service conditions.

Moreover if the covering *had* been Asbestos, there is every reason to suppose that it would have withstood the conditions without burning.

And last, but not least, the owners advised that the

(*Continued on Page Twenty-two*)

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 16 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/16

FITTING INDUSTRY WITH A FLYWHEEL FUND

There is an old story—so old that it is almost a legend—that there once lived a man who had a leaky roof on his house. He and his wife used to keep an old door under the bed so that they could get it out quickly and hold it over themselves whenever the downpour within the house became unbearable. When his neighbors asked him why he didn't repair the roof, he replied that "When it rained the weather was too bad for him to go out and drive nails, and when it didn't rain the roof didn't leak." Modern industry works upon a somewhat similar principle.

In the spring of this year, a manager declared that he wished he had put in a large order for machinery during the war because since the armistice the company could be induced to buy nothing. He knew that if he had ordered the machines during the conflict he would not have received them, but, at least, they would have been ordered and they might possibly have been delivered after the armistice and before the president of the company countermanded the order. He was greatly in need of them both before and after the conclusion of the war; the war once ended, the company would order nothing. Neither low price, quick delivery, the patriotic duty of buying, nor the advantage of preparedness would move it to grant permission.

In the war period, when profits were good, the operators, many of them, schemed all manner of plans of welfare work and improvement but were compelled to abandon them by reason of the lack of men to put the plans in operation and because of the difficulty in getting material. They deliberately laid aside these plans hoping for a better time later. It would have been preferable to have made appropriations at that time to cover these plans, so that the management as part of its set policy could expend the money when times became less brisk.

The trouble with the public is that it is fiercely anxious to do its work just when every activity is at its height and nothing can be obtained. It stampedes at that time, and yet the moment that business falls off it will buy nothing. The country is in sore need of companies which will not engage in the scramble for men and materials at the busy

(*Continued on Page Twenty-six*)

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 17 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/17

NEWS OF NATIONAL INTEREST

Shipyards Consolidate

Formal merging of the Chester Shipbuilding Co. with the Merchant Shipbuilding Corporation under the name of the latter has just been announced. Both properties have been under the same ownership, with identical officers, and the present consolidation is essentially a reorganization of management. The Merchant yard, one of the three original Government agency yards, is located at Bristol, Penna., and has twelve building ways. The Chester yard, at Chester, Penna., is an expansion from the old yard of John Roach, the oldest steel shipyard in the country; it has been building ships on seven ways.

Shipping Board Reconstituted

Three new members of the United States Shipping Board took office last week, and the board thus again has a full quota of members. Judge John B. Payne, Commander Thomas A. Scott and H. M. Robinson are the new members, while Vice-Chairman Raymond B. Stevens and John A. Donald are the holdover members. Judge Payne has been elected chairman of the new board, succeeding Edward N. Hurley, resigned.

It is the purpose of Mr. Hurley to establish offices in the principal cities of the country to render advisory service to small manufacturers as to efficient methods of solving particular business problems.

The Counsel for the Shipping Board will be Mark Hyman, formerly special Assistant U. S. Attorney General, whose activities in the prosecution and investigation of many large anti-trust suits for the Government have won him a valued reputation.

Huge Order of Elevator Belting

One order of belting, containing 44,254 feet—about 8½ miles—was recently shipped by the B. F. Goodrich Rubber Co., Akron, Ohio, for the Pennsylvania Railroad's new grain elevator at Canton, Baltimore, Md. This shipment, valued at more than $125,000, weighed 131 tons, and seven box cars were required to transport it. The belting is of two types, viz., elevator and conveyor, the elevator belts being 32 and 38 inches wide, respectively,

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 18 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/18

and the conveyor belts 36, 42 and 48 inches wide, respectively. The capacity of one of the 48-inch horizontal carrier belts is 350,000 bushels of grain per day of ten hours. The elevator, built for the railroad company by James Stewart & Co., Chicago, will load vessels with grain for both export and coastwise shipments. The complete belting equipment will enable the plant to handle about 2,000,000 bushels of grain every day.

Exports of Locomotives in June

Exports of locomotives in June were considerably less than in May, but slightly greater than the totals for April. The exports in June totaled 78 of a value of $2,356,909, of which over half in point of value were consigned to Russia in Asia. The figures as compiled by the Division of Statistics of the Bureau of Foreign and Domestic Commerce are as follows:

Countries	Number	Dollars
France	3	82,184
Russia in Europe	20	265,065
Spain	1	6,800
Canada	11	68,510
Cuba	2	29,650
Brazil	6	331,450
China	4	200,400
British India	1	22,850
Russia in Asia	30	1,350,000
Total	78	2,356,909

Exports of Cars in June

Exports of freight cars in June were double those of May and several times in excess of those of any previous month of 1919. The June exports totaled 5055, valued at $13,675,186, as compared with 3008 freight cars exported in May.

Wire and Wire Products Combination

It is announced by the Clinton-Wright Wire Co. that the Clinton Wire Cloth Co., the Wright Wire Co., the Morgan Spring Co. and the National Manufacturing Co. "have combined forces and co-ordinated manufacturing plants and facilities for greater service in supplying the large variety of wire and wire products manufactured by

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 19 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/19

these companies." The administrative offices are at Worcester, Mass., and the factories at Worcester, Clinton and Palmer. Branch offices and warehouses are in Boston, Providence, New York, Philadelphia, Chicago, Tulsa and San Francisco.

PERSONALS

Samuel Alexander Henszey, General Manager of the African Base Metals Export Company, Durban, Natal, South Africa, departed this life on June 9, 1919, at the age of 65.

Mr. Henszey was a native citizen of the United States, but on behalf of an important syndicate of American capitalists, went to South Africa in 1917, primarily to study the coal industry of the Transvaal. He was impressed with the wonderful mineral resources of the entire Union of South Africa, organized the African Base Metals Export Company, Ltd., and assumed the position of General Manager thereof.

Mr. Henszey was a geologist and distinguished mining engineer, and personally inspected and studied the Blue Asbestos areas from Prieska to Kuruman, the White Asbestos areas of Natal and Zululand, and the corundum and coal fields adjacent thereto. His reports, which were compiled with great exactness and frankness, have resulted in large shipments of ores and fibres to England and America.

Mr. Henszey leaves a widow and grown family.

The Metallo Gasket Company has recently been incorporated for the manufacture of a line of gaskets and other packings at New Brunswick, N. J. The officers of the company are: Zeno Schultes, president and treasurer; George Geipel, vice-president, and Stanley S. Geipel, secretary.

Zeno Schultes was manager of the Goetze Gasket & Packing Company for about fourteen years; George Geipel has been an erecting engineer for some thirty-five years, specializing in refrigerating and steam power plants, and Stanley S. Geipel has had ten years' experience in mechanical engineering. The company will concentrate for a time on its Metallo corrugated copper gasket with *Asbestos cord* inlaid in the copper grooves or corrugations.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 20 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/20

Asbestos Corporation
of Canada, Limited

Miners of Crude and
Fibre Asbestos

Mines

THETFORD MINES
Quebec, Canada

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 21 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/21

According to news item in "Financial America," the Black Lake Asbestos & Chrome Co. will default on the half yearly 3% interest on its $1,191,500 second mortgage income bonds on Sept. 1st. It is said the first half of the year is its lean period and the interest cannot be paid unless it is fully earned within that period. Current earnings are satisfactory with improved output of both Asbestos and chrome, but the deed of trust is strict about the interest being earned in the period for which it is paid.

Attention is called to the clever, interesting and appealing advertisment of the General Asbestos & Rubber Company, appearing in current general publications, particularly in the *Literary Digest*. Also in Power Plant, Marine and Railway publications.

The Asbestos & Mineral Corporation will gladly furnish a small sample of crude Asbestos to any inquirer. See their advertisement.

MESSAGE FROM A GREAT LIFE

"Asbestos" regrets the death of the great steel magnate and philanthropist, Andrew Carnegie, at Lenox, Mass., August 11th, last, at the age of 84.

Forgetting the man, his name and his deeds, may our industries take a lesson from the steel master's self-composed epitaph inscribed on his tombstone in Sleepy Hollow Cemetery, Tarrytown, New York, which is characteristically descriptive:

"Here lies a man who knew how to enlist in his service better men than himself."

Carnegie was born a pauper, and for some time lived a weaver, but he threaded together a tapestry of men instead of gilt and fibre—a policy which amassed millions.

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 22 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/22

ASBESTOS TEXTILE COMPANY

INCORPORATED

MILLS
REYNOLDSVILLE
PENNA.

GENERAL OFFICES
WOOLWORTH BUILDING
NEW YORK

WE MANUFACTURE

Asbestos Fibre
Asbestos Yarn
Asbestos Wick
Asbestos Rope
Asbestos Tape
Asbestos Listing
Asbestos Cloth
Asbestos Sheet
Asbestos Gloves
Asbestos Clothing
Asbestos Gaskets
Asbestos Packing
Asbestos Mantle Yarn
Asbestos Brake Lining
Asbestos Clutch Rings
Asbestos Curtains
Asbestos Bushings

"Quality and Service"

ASBESTOS TEXTILE COMPANY

INCORPORATED

MILLS
REYNOLDSVILLE
PENNA.

GENERAL OFFICES
WOOLWORTH BUILDING
NEW YORK

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 23 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/23

Co-operative Advertising

(*Continued from Page Twelve*)

system which would stop the leaks in his cash drawer was the object of the salesman's visit. To be sure, there was just a wee bit of camouflage about it, and of course the average prospect saw it. But it is said that the plan worked very successfully; which only proves to my mind that it would have worked far better if there had been no camouflage at all; if, in truth, the salesman's object had not been to sell a cash register, and a particular kind of cash register at that; if he had in reality been in the position of selling a system, or a service, or an idea only. I hold that his argument would have carried farther with his prospect had it not been colored by a known desire to sell a particular machine.

When, as a group, you are selling an idea, or a service, and not a particular article, you at once put yourself on the side of the buyer, and are in a position to talk to him in his own language. You do not put him so much on the defensive, for you leave him something of latitude of choice.

I believe you are facing the greatest opportunity ever presented to any group of manufacturers, for putting over in a big way, through a co-operative advertising campaign, the biggest idea in the modern business world. To introduce material-handling machinery wherever materials are handled by human hands, making new machines to meet new needs, means to speed production and lower costs of material handling, to raise the standards of human labor, and, in a word, to benefit all human kind. This, then, is your opportunity and your job. Do it in the same big and business-like way in which you have built your several businesses, and the results will be certain. Together, plant the idea broad and deep, and then if each will follow up with his own advertising and selling, he will have a plentiful share in the harvest.—Reprint from *Marine Review*.

Complaints

(*Continued from Page Fourteen*)

material had been applied TWENTY years ago, which in itself is a high recommendation for the durability of wool felt covering.

Better investigate the next complaint that comes along and see if you can't turn it into a recommendation.

Asbestos Magazine, 1919, September 1919
Published by AsbestosClaims.Law
ACL Doc 12047 · Page 24 of 33
asbestosclaims.law/library/12047/24

JACOBS ASBESTOS MINING CO.
of Thetford, Limited
MINES: **THETFORD MINES, QUEBEC, CANADA**

FEDERAL ASBESTOS COMPANY
MINES
ROBERTSONVILLE, QUEBEC, CANADA

Miners of all Kinds of Asbestos Crude and Fibre

EXECUTIVE OFFICES
282 St. Catherine Street, West
Montreal, Canada

New York Office, 8 West 40th St.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/25

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.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/26

PUBLICATIONS

The Franklin Mfg. Co. has on the press a catalog of heat insulations which is unusually complete. It should be of great value in the educating and guiding of possible purchasers of heat insulations. A glance at the table of contents below will show the breadth of the field covered:

Selection of Products (for different uses and locations).
Packing and Weight Data.
Suggestions Regarding Application.
Amount and Value of Losses without Insulation.
Value of Proper Insulation.
Correct Thickness of Insulation.
Typical Specifications.

Full data are given for the computation of losses and savings under all usual conditions and with each described product. Typical examples have been worked out completely and there have also been included very interesting diagrams from which may be read directly the savings due to insulation of any thickness under any condition.

The Asbestos & Mineral Corporation has on the press at present a book entitled "Asbestos," which gives a history of Asbestos from mine to consumer. This book is profusely illustrated, and promises to be a very attractive and valuable addition to Asbestos literature. It is free, so long as the supply lasts, to any user of Asbestos crude or fibre making personal request.

The Magnesia Association of America has just published a small folder "Better Heated Houses on a Third Less Coal." This little booklet is of interest to those house-owners who have trouble in keeping their houses warm in severe weather. It is free for the asking. Address the Association at 721 Bulletin Bldg., Philadelphia.

Put on your general mailing list, "ASBESTOS," 721 Bulletin Bldg., Philadelphia. When we receive from you new booklets, printed matter, catalogs, etc., we will tell the Asbestos world about them and will briefly review them. This reviewing will give you that much additional publicity, at no cost, so see that your mailing list contains our name. Do it NOW!

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 27 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/27

PRODUCTION AND PATIENCE

Last month the President went before Congress to discuss the high cost of living. The specific methods he suggests may well be left to other papers for discussion, but two features of his address ring so true and have so great a bearing on the social problems of the minute that they must have emphasis. He insisted, first, on the need for *increasing production*, and second, made it plain that he had no tolerance for those who by strikes or threats of strikes propose to take advantage of a serious situation and of the public.

In saying that we must increase production the President was not enunciating anything new. Throughout the war the slogan was: "Increase production and decrease consumption," while since the armistice, the assurance has been constant that the high wages of the war period could and would be maintained only if the worker would increase his efficiency—would increase production. The President couples with his counsel, however, a new reason. Without us Europe is lost, and we shall go down in the wreckage. We saved her in a military sense; we must save her economically.

In actual fact, the sacrifices and sufferings of the war are not over; only the armed conflict is at an end. Not until normal conditions are restored everywhere shall we have the peace of 1913, and until we have such a peace, nations and individuals must suffer for the destruction that has been wrought. This doctrine must be preached and accepted for years to come.

Fitting Industry with a Flywheel Fund

(*Continued from Page Fifteen*)

season, but will establish Flywheel Welfare or Improvement Funds to be expended when times begin to slacken and when they have a lot of men idle.

Nothing will do more than this to carry the nation over its deplorable dead centers and keep it going with as nearly even a torque as is afforded by an eight-cylinder motion. A company that will establish such a fund and expend it with due discretion will strengthen its hold on its men, make them more happy and prosperous, save quite a little money, and do much to keep the industries of the nation moving steadily.

Asbestos Magazine, 1919, September 1919 Published by AsbestosClaims.Law
ACL Doc 12047 · Page 28 of 33 asbestosclaims.law/library/12047/28

ASBESTOS
QUALITY 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**

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/29

Bennett-Martin Asbestos and Chrome Mines
LIMITED

Head Office
Thetford Mines, P. Q.
Canada

Asbestos Crude and Fibre



Mines located at
Thetford Mines and Vimy Ridge

Asbestos Magazine, 1919, September 1919
ACL Doc 12047 · Page 30 of 33
Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/30

EHRET MAGNESIA MFG. COMPANY

VALLEY FORGE, PA.

September 2, 1919.

Editor "*Asbestos*"

Dear Sir:

You have just called us on the 'phone for "copy" and it is not ready, so we hand you herewith for publication the names and addresses of our company's representatives throughout the States and Canada, and as we now write them, recognize perhaps more clearly than ever before that a large percentage of the men who have made a life work of 85% Magnesia's manufacture and exploitation today represent this company and its products; therefore, your readers should have great confidence in writing to us at Valley Forge or to any of our branch houses or any of our representatives for accurate data concerning 85% Magnesia, and to all inquiries cordial, prompt and expert attention will be given.

Our branch offices and representatives are listed below.

Yours respectfully,

A. M. EHRET, President.

BRANCH OFFICES

Ehret Magnesia Mfg. Co., 2222 Land Title Bldg., Phila., Pa.
Ehret Magnesia Mfg. Co., 101 Park Ave., New York City, New York.
Ehret Magnesia Mfg., Co., 20 E. Jackson Blvd., Chicago, Ill.

NEW ENGLAND REPRESENTATIVE

Nightingale & Childs Co., 205 Congress St., Boston, Mass.

AGENTS

W. H. Fleming, 1523 Jefferson Co. Bank Bldg., Birmingham, Alabama.
Canadian Asbestos Co., 42 Youville Sq., Montreal, Canada.
Chas. E. Wehr, 222 Hume Mansur Bldg., Indianapolis, Ind.
Chamberlain Rubber Co., 93 E. Main St., Rochester, N. Y.
Cleveland Insulation Co., 512 Century Bldg., Cleveland, O.
Mong-Hamilton Co., 132-134 First Ave., Pittsburg, Pa.
Hendrie & Bolthoff Mfg. and Supply Co., 1621-17th Street, Denver, Colo.
General Equipment Co., 1217 Realty Bldg., Charlotte, N. C.
Delaware Elec. & Supply Co., Wilmington, Del.
Collingswood Sanborn, Colorado Bldg., Washington, D. C.
Wallace & Gale, 115 S. Gay St., Baltimore, Md.
C. Stanley Morgan, 55 Wayne St., Detroit, Mich.
H. M. Orschel Co., 701 S. 11th St, Omaha, Neb.
Asbestos Supply & Mfg. Co., 111 W. 3rd St., Cincinnati, O.

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/31

THE ONE THOUSAND TONS

(Apologies to John Byrom)

Two Asbestos spinners met by the way,
One hastened excitedly this to say:
"Hark-ye," said he, " 'tis an odd story this,
About the crudes!" "I don't know what it is,"
Replied his friend. "No! I'm surprised at that;
In Canada it is the common chat;
But you shall hear and be relieved indeed;
And that it's gospel they are all agreed.
Not to detain you from a thing so fine,
A gentleman who owns an Asbestos mine,
To alleviate the anxious spinner's mood,
Offers one thousand tons number two crude."
"Impossible!" "Nay, but it's really true;
I have it from good hands and so may you."
"From whose, I pray?" So having named the man,
Straight to inquire his curious comrade ran.
"Sir, did you tell"—relating the full tale,
"Yes, sir, I did; and if it's worth your hale
Ask So and So, if follow it you must,
But by the by, 'twas one hundred tons just."
Resolved to trace so wondrous an event
Whip, to the third the textile man went;
"Sir"—and so forth. "Why, yes; the thing is fact,
Though in regard to number, not exact.
It was not one hundred—'twas only ten;
The truth of that you may safely depend;
The gentleman himself told me the case."
"Where may I find him?" "Why, in such a place."
Away goes he, and having found him out,
"Sir, be so good as to resolve a doubt."
Then to his last informant he referred,
And begged to know if true what he had heard.
"Have you ten tons of crude for sale?" "Not I."
"Bless me! how people propagate a lie!
A thousand tons of crude, a hundred—ten
And here the supply exhausted again.
Did you say nothing of 'crude' at all?"
"Crude—crude—perhaps I might, now I recall
The matter over!" "And pray sir, what was't?"
"For months having been so deeply harassed,
I told a neighbor I constantly rued
The very great scarcity of number two crude."

Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/32



Published by AsbestosClaims.Law
asbestosclaims.law/library/12047/33