ASBESTOS

Vol. I OCTOBER, 1919 No. 4

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.

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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

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¶ In 1909, this Company installed its first machines for the manufacture of ASBESTOS Paper and ASBESTOS Millboard.

¶ Without any increase in sales effort, the Company was compelled, eighteen months ago, to double its output in both ASBESTOS Paper and Board.

¶ *There must be a reason.*

IIIII

Norristown Magnesia and Asbestos Co.

Norristown, Penna.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 3 of 37
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CANADIAN and AFRICAN

Asbestos Crudes and Fibres

We invite inspection of our collection of Asbestos specimens from all parts of the world
The finest extant

SOLE SELLING AGENTS FOR

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

ASBESTOS FIBRE MINING COMPANY
EAST BROUGHTON, 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, MOST UP-TO-DATE AND MOST PROGRESSIVE DEALERS

ASBESTOS & MINERAL CORPORATION
Whitehall Building
NEW YORK

BRANCHES

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

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

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 4 of 37
Published by AsbestosClaims.Law
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ASBESTOS

A MONTHLY MARKET JOURNAL

Devoted to the Interests of Asbestos and Magnesia Industries

Subscription Price: U. S. and Canada, $1.00 Per Year
Foreign Countries, $2.00 Per Year

721 Bulletin Building **Philadelphia, Pa.**

Vol. I **OCTOBER, 1919** **No. 4**

Table of Contents

	Page
Editorial	4
Market Conditions	
Crudes and Fibres	6
85% Magnesia	6
Asbestos Textiles	7
Asbestos Paper and Millboards	7
Current Prices	8
The Market of Tomorrow	11
Does the Industry Indulge?	12
Making a Prospect Sell Himself	14
About Competition	15
Asbestos Fibre Offered	15
Our Declaration of Purposes	18
Magmeric—The Magnesia Association's Ship	19
To Brake-Lining Manufacturers	19
The Business Outlook	21
High Duty on American Automobiles	21
Standardization	22
On Selling	22
Cornered	24
News of The Industry	26
News of General Interest	30
Ten Ways to Kill an Association	Back Cover

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.

A SUGGESTION

Subscribers to ASBESTOS will collect a valuable fund of statistical and other usable information, if they will file all issues as read. Each copy is numbered, and as the successive issues accumulate they may be placed within binders or actually bound, so as to furnish in a compact form the data covering one year. Annually the publishers will supply a combined index to the previous year's publications, this to be attached to the inside cover of the binder for ready references.

Asbestos Magazine, 1919, October 1919 Published by AsbestosClaims.Law
ACL Doc 12048 · Page 5 of 37 asbestosclaims.law/library/12048/5

EDITORIAL

Out in Detroit the General Motors Company is erecting what will probably be the largest office building in the world. Thousands upon thousands of houses are being built and every indication points to wonderful activity in all lines as a result of Detroit's commanding lead in automobile work.

Combined figures on building contracts awarded throughout the United States show a volume exceeding any figure ever before reached in a like period of time.

Study of imports of raw Asbestos, of goods manufactured in the United States therefrom, of orders booked and of shipments made, reveals the fact that, while 85% Magnesia and Asbestos paper sales fell off a great deal immediately following the armistice, those lines are now becoming very active. Naturally, the approach of the fall and winter seasons brings more business to these lines, but, beyond that normal increase, there can be discerned much greater and broader demand.

As to general world trade conditions in Asbestos, we are reliably informed that factories in England are very busy and cannot fully supply home needs. An increasing demand for raw Asbestos is found in Germany, Austria and other European countries. Japan is buying crudes and fibres, apparently manufacturing for her own needs only, since Asbestos goods are being exported from the United States to Japan currently.

Some small quantities of manufactured goods are being imported into the United States, but not in quantity nor quality to seriously affect the factors here.

The United States Tariff Commission is now making diligent inquiry into trade conditions in all lines of productive industry, both abroad and at home. Asbestos will be investigated with a view to determining the tariff needs of U. S. manufacturers. It is to be hoped that Canadian miners and American manufacturers will co-operate fully and with absolute fairness, to give the Tariff Commission the exact facts as to cost of production, transportation, selling and the other elements which enter into the problem of competition with foreign-made goods.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 6 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/6

We should not expect a Chinese wall of protection, but ought to have at least sufficient duty levied on imports of Asbestos goods to place both on an even basis f. o. b. U. S. ports. Under those circumstances all concerned should be content.

Congress faces a stupendous problem in economics when it considers tariffs in connection with the present balance of trade. Being Republican, Congress is naturally committed to a protective tariff. Since the United States is now a creditor to the world at large to a tremendous extent, and since the debts owing to us can only be paid in goods, because we have all the money, how can even the interest on the world's debt to us be paid if our tariffs prohibit imports of goods?

One answer suggested is to cancel the obligations of the world to us, and establish a high tariff to protect American industry. But, in that case, who reimburses the individual investors who hold these foreign securities?

Somebody will have to be hurt no matter how the situation is handled. It's a tough proposition and one that every American business man should seriously consider and endeavor to assist in solving.

The editor would like every reader to write his opinion so that a Forum may be established in which all the light possible may be thrown on the subject. Will you help?

A questionnaire listing thirty specific questions, recently sent out by a well-known financial institution to 1624 representative business men, covering all sections of the United States, showed only fifty-three who thought otherwise than the present unprecedented wave of prosperity would continue from two to five years.

The Rocky Mountain States predicted two years of existing conditions, the Middle Atlantic, three, and the others, two and a half, with the exception of a few Westerners, who placed the figure at five years.

"ASBESTOS" assures its fellow editors that the favorable comments appearing in the columns of the trade and technical journals have not passed without due appreciation.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 7 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/7

MARKET CONDITIONS

Crudes and Fibres

Reports reaching us from Canada, England, Germany, South Africa and other centers of Asbestos activity, indicate a very lively demand for crudes and the longer mill fibres.

Canadian prices have advanced slightly during the past month with buyers accepting all offers for standard gradings.

Recent official publications issued by the Canadian Government claim credit for Canada for 85% of the world's output of crude Asbestos. With such a great measure of control, miners have the situation entirely in their own hands. They must take into full account, however, the danger which lies in creating an inordinately high price level. We have seen such wonderful things accomplished by chemists and engineers that it is not hard to imagine Asbestos being produced synthetically. Silk has been improved upon in the laboratory, why not Asbestos?

The Mine Report of the Province of Quebec says:

"The industry as a whole would greatly benefit by the establishment of a standard scale of grades. This would enable the buyer to purchase the Asbestos he needs without having to refer to samples. But, of course, such a step can only be taken by the concerted action of all the producers."

85% Magnesia

Study of the underlying conditions in this industry convinces us that with the approach of winter, the inevitable increase of coal cost will cause heavy demands to be made for adequate heat insulation.

Coal miners appear determined to make the public dance to the time of "more pay and shorter hours." Unless some Moses leads us out of the wilderness, coal costs and costs of everything else will keep right merrily on the upward way. The successful manufacturer or merchant today is he who can keep his wits about him, does not get rattled and is playing reasonably safe on his stocks of raw and finished goods.

If labor cannot be taken out of the hands of Radicals, Syndicalists and prototypes of the I. W. W., then labor is due for a terribly rude awakening. As is always the case,

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 8 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/8

unfortunately, the innocent must suffer with the guilty. Hence, those who make Magnesia which SAVES *coal*, should more than ever before urge the use of Magnesia.

Aside from the cold-blooded business advantage to them, they owe the public their materials in this crucial time.

Asbestos Textiles

A man who buys large quantities of yarns, told us the other day that he was experiencing no particular difficulty in getting enough stuff to keep him going but he could make little headway in his effort to create a surplus stock.

Packing and brake-lining demand is keen, while some of the more obscure markets have eased off a bit. There can be no material gain in stocks, however, while crudes remain scarce and the tonnage demand for finished goods continues strong.

The Textile Manufacturers' Association held a meeting late in September, at which a full attendance was recorded, and the sentiment there expressed indicated very satisfactory volume of trade, but some difficulty in getting proper quality and quantity of raw material.

Judging from the number of new automobiles we see on the streets, brake lining will continue to be the leader in this line for many years to come. Production of brake lining now runs into the millions of feet each month, and each new car means another consumer. The trucks literally eat it up.

Asbestos Paper, Millboard, Etc.

Mills report very encouraging increase of orders booked, both as to number and size of orders. More building inevitably means more business for this line.

A large contracting pipe covering concern has suggested that the pages of this publication might be profitably used by the contractors for discussion of costs, methods of estimating, little and big short cuts in installation work and other things pertinent to the industry. We will be glad to publish original articles along this line and will give proper publicity to criticisms and comments.

Doubtless the man in Chicago has learned something that would be helpful to the man in Boston and vice versa.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 9 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/9

Why not exchange ideas and experiences through these pages?

We want to help you in every way, but help yourselves first.

Summary

Travellers abroad report great activity in all Asbestos lines and much reported prospecting for new deposits of raw material.

World needs are growing rapidly, and the industry appears to be in a most healthy state.

CURRENT PRICES DURING LAST MONTH

Consumer's prices during the last month were at about the following level. It should be understood that great variance from these figures occurs, due to quantity and quality, but we believe these prices truly represent average market conditions.

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.

The little letters used by Ehret Magnesia Mfg. Co. in their "ASBESTOS" ads are clever in conception and interesting in execution. We hope the Ehret Company will continue to utilize this particular style of communicating with our readers.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 10 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/10

FRANKLIN
FUEL SAVING

PRODUCTS

Does It Pay

to postpone the proper insulation of steam pipes even for a few months because money is not available for improvements or because it is imagined that prices may be lower later on?

IT DOES NOT PAY

For Example:

SMITH adds 100 feet of 4" pipe carrying steam at 150 lbs. pressure. He has to have that pipe for the immediate necessities of his business but feels that no expenditure for REFINEMENTS is permissible in the present state of his business. Therefore he POSTPONES for a year the purchase of covering for the new pipe.

ONE YEAR LATER our friend SMITH starts to think about the pipe covering again and this time does a little figuring. He discovers the following:

1. The correct thickness for his conditions is 2".
2. At list the covering costs..... $135
3. The heat lost from that pipe has cost him.. $487
4. The heat lost from that pipe with 2" of 85% Magnesia would have cost..... $ 55

And Then He Sees That

487—55=432 good dollars worth of heat gone forever
which is
432—135=297 dollars more than the list price of the covering.

Question

What price must SMITH now pay for his 85% MAGNESIA pipe covering to justify him in waiting a year?

Answer

He must get it for nothing and be given a present of $297 to boot.

In Conclusion

The mora of this little story is this:

Start right by working out the figures for YOUR OWN INSTALLATION WITH YOUR OWN CONDITIONS. You will find all the necessary Tables and Data in our new catalog F. C. 7-19 which will be available for distribution before the end of the month.

THE FRANKLIN MFG. COMPANY

FRANKLIN, PA.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 11 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/11

Bell
Asbestos Mines

THETFORD MINES

Province Quebec, Canada

Miners and Shippers of Asbestos

CRUDE AND FIBRE



Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 12 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/12

THE MARKET OF TOMORROW

Fundamentally, the same causes which brought about the advancing prices during the war are still with us, and until these conditions change, is it not logical to assume that no material price decline need be feared?

These causes are the empty shelf, the high cost of labor and the increased currency circulation.

When the war started, most countries concerned found their storehouses, supplies and manufacturing facilities totally inadequate to meet the urgent demand of wartime needs. As time passed, this scarcity condition became more and more impressive. Prices advanced and continued to advance until the armistice came, and now disorganized Europe finds herself with empty storehouses, devastated soils and disrupted industries, helpless to return immediately to normal production.

For years, Europe has been dependent upon other sources for her requirements of food products, and statistics show that other parts of the world have been furnishing her with manufactured materials in increasing amounts. As she returns to her normal manufacturing, she will require unusually large quantities of supplies because her stocks of merchandise are not only depleted, but exhausted. The demand continues.

Every section of the world had looked to Europe and the United States for its manufactured products. The world over, shelves are empty and must be filled.

Who will fill them? Our sisters across the sea with their disrupted organization, their limited transportation and market facilities, and their weary, hungry population—or the sturdy United States with perfect organization, with every wheel of trade, manufacture and commerce humming, and with a hundred million united, sound, well-equipped American population behind her?

Statistics show that the circulating currency of the world has trebled since the war began, and that government obligations have increased by 400%. With all normal, necessary expenses of the governments of the world greatly advanced, with an annual fixed charge of ten billions to meet the interest on government obligations, and with official national budgets for this year several times those of last, is it prob-

(*Continued on Page 29*)

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 13 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/13

DOES THE INDUSTRY INDULGE?

In these days when profiteering is so firmly (and righteously) denounced by the U. S. government and the public, and when the Federal Trade Commission has its finger, apparently, on the pulse of all industrial enterprises, it behooves all industries to make an examination of their operations and see that their houses are in order.

What does such an inspection of the Asbestos and Magnesia industries show?

After reconnaissance, we find quite an interesting situation, viz: present prices on many of the Asbestos lines are yielding the manufacturer a less proportion of profit than he procured when he was selling the same goods at about one-quarter the present price.

A glance at the tremendous advances in cost of raw Asbestos during the past three years, will be sufficient to convince anyone of this fact; will even cause him to wonder that the manufacturer could afford to take so small a profit when his raw material costs are so high.

Crude No. 1 Asbestos in pre-war days could be purchased at about $300 per ton. It is now difficult to obtain at $1500, and every indication points to a still higher cost. Crude No. 2 Asbestos in pre-war days could be bought at about $200 per ton, and is now held at $850.

This is only one item of manufacture; consider also the enormous rise in cost of labor, and in all indirect costs, such as oil, repair parts, etc.

Asbestos yarns, which in pre-war days sold at 80 cents per pound, are now selling at $1.75 to $2.00. Is it not perfectly evident that the American manufacturers of these products have taken no advantage of the consuming trade?

The Asphalt Association has recently been formed by a number of competitors in that line, for the purpose of promoting co-operation.

We extend greetings to the new Association and wish it the fullest possible measure of success.

The Franklin Mfg. Co.'s ads have a real educational value. It will pay you to read them carefully.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 14 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/14

Two-Minute Talks on "85% Magnesia"

NUMBER 2

How is "85% Magnesia" pipe and boiler covering produced?

Its basis is an inorganic, inert chemical product, a compound of the carbonate of Magnesia and the hydroxide. It comes from Magnesian limestone or "dolomite." After this is calcined and slacked, the resultant is subjected to saturation by carbonic acid gas which dissolves the Magnesia, leaving the lime behind.

This Magnesia solution is filtered, boiled and precipitated, producing pure carbonate of Magnesia. This Magnesia is then mixed with a proper proportion of finely divided Asbestos fibre, the purpose of the Asbestos being to act as a binder, giving to the material the necessary structural strength. The material is then moulded into the standard shapes and sizes for pipe and boiler coverings.

The heat-resisting quality of "85% Magnesia" resides in the millions of minute dead-air cells which are formed by the interlocking walls of the crystalline flakes of which the Magnesia is composed. The Asbestos in itself is not a heat-resistant, but a mixture of it acts like the hair in lime-plaster, to hold the substance together. This is the only reason for its use.

While during the past thirty years nearly every item of steam equipment has undergone radical changes, "85% Magnesia" has during this whole period maintained its premier position as the standard heat-insulation. The reason is simply that it is the only insulating material that successfully meets all the requirements of high or low pressure work, including highest degree of superheat yet attained.



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, October 1919
ACL Doc 12048 · Page 15 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/15

MAKING A PROSPECT SELL HIMSELF

A salesman, tired with a hard day, was blue and discouraged, a picture of dejection. To the greeting "How are you, old man?" he replied shortly, "All in. Can't sell anybody anything."

"Why not let the prospect do the selling?" I asked.

A flicker of surprised interest appeared in the salesman's eyes. "What's that you're talking about?" he asked.

"Oh, just a theory of mine that you can often sell more goods by presenting your proposition and letting the buyer convince himself than by directly asking him to buy," I said.

"It sounds interesting, but it wouldn't work with customers like mine."

"Are you sure? Let's try it."

"Agreed! That firm across the street will be a good one to use as a test."

We crossed the street, entered the building and finding the buyer in, were shown into his office. "Good afternoon, Mr. Blank," I said. "I am about to leave town and felt that before I went I owed it to you to show you a certain article in our line, knowing that you, as a keen judge of merchandise, would appreciate its value." "Let me see the wonder," said the customer. Upon displaying my sample, he looked it over carefully. "Yes, that is a good value. Can you make shipment at once?" "Delivery within three days," I said, and got out my order book. "Send me a gross, and never fail to call on me when you think you have goods that will interest me."

"Well, that is astonishing," said the salesman, when we were again on the street. "I have been asking people to buy all day and have been refused, while you who did not ask had no trouble at all. I'll try your method tomorrow and see how it goes."

It would be foolish to say that all sales could be made by this method, but in the long run the man who creates desire and keeps away from the question that can be answered by "No," will outsell the man who forces or attempts to force the issue.

Choose the Up-hill Fight rather than the Down-hill Slide

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 16 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/16

ABOUT COMPETITION

Competition is a very helpful adjunct to trade—if—it is legitimate, properly advised, and conforms to the simple rules of common sense.

Competitors seeking to sell their product to jobbers, retailers, etc., may, through the operation of Trade Associations, intelligently compete. When, however, one competitor sets out to capture the trade of a distributor, who for many years has exclusively handled the product of another mill—then it is a great question whether such competition can be intelligent.

Usually, in such cases, there are wheels within wheels, and the only result which occurs is to injure the trade in general, the seeker after the business seldom getting it, but, in his effort to get it, incurring the enmity of his fellow manufacturer, who, in many cases, retaliates in one way or another.

As a general proposition, experience shows that if a manufacturer wants representation in a distribution center, it does not pay him, nor the industry in which he is engaged, to flirt with the established representative of his competitor.

Better establish an entirely new connection than add to the smoldering flame of reckless, you-bite-me-I'll-bite-you competition, of which all industry in America has had entirely too much.

ASBESTOS FIBRE OFFERED

The General Asbestos & Rubber Co., in the preparation of Asbestos crudes for spinning, produces a fibre which they call Garco Fibre, which tests a little better than 0-5-8-3 and is recommended for use in the manufacture of high-grade compressed sheet packing, shingles, 85% Magnesia or any product where completely fiberized, clean, strong fibre is of advantage.

This fibre is being put on the market, and those interested should communicate with the General Asbestos & Rubber Co., Charleston, S. C., Raw Asbestos Department.

This same company offers a tonnage of sand waste to anyone interested.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 17 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/17



AMERICAN
COMPA

Manufactur

ASBESTOS

NORRISTOWN,

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 18 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/18



N ASBESTOS
MPANY

facturers of

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WN, PA., U. S. A.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 19 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/19

OUR DECLARATION OF PURPOSES

It is our firm purpose to make of "ASBESTOS" such a journal that miners, manufacturers, jobbers, retailers and large consumers will find it indispensable and will see that it is read by all members of the executive, factory, sales and office staff.

The subscription price has purposely been made very low, so that each person in your organization, interested in the journal should be given an individual subscription.

We purpose building our circulation to a point which will mean 100 per cent. plus of the Asbestos field.

We hope to departmentalize "ASBESTOS" so as to cover about the following:

What and Where to Buy
Personals
Editorials
Market Conditions
Labor Situation
Mine News
Coke and Coal News
Exports and Imports
Tariff Matters
Washington Notes
Legal Decisions of Interest
Employers' Bulletin of Positions Open
Meetings in the Industry.
Photographs and Illustrations
Contributed Articles
Biographical Sketches
Technical Articles

Under the heading "What and Where to Buy," we should like to offer anything that any of you may have to sell. No charge for the notice. No publishing of your name unless you say so. In this department you may offer machinery, raw material or finished product, and we will try to find a buyer.

Look over the above list of headings, and if you can suggest others of value, or give us help on those listed, be assured we will welcome your suggestions.

Lend a hand.

The advertisement of the Asbestos Textile Company, appearing on page 25 of this issue, is especially comprehensive.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 20 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/20

MAGMERIC, THE MAGNESIA ASSOCIATION'S SHIP

The launching of the 8700-ton merchant ship "MAGMERIC," on Tuesday, September 23rd, at Hog Island, Pa., fittingly commemorated the service rendered by the Magnesia manufacturers during the war.

The name, as you will notice, is a contraction of "Magnesia Association of America," and our readers may be interested to know that during the war period 90% of the output of the four companies comprising that association was used directly or indirectly in government work.

85% Magnesia is used by the Navy Department in every ship built; 85% Magnesia insulated the steam lines of the large munition factories; 85% Magnesia lagged the boilers of the locomotives used to transport our supplies in France, and so on *ad infinitum*.

It was therefore most fitting that the honor of naming a ship should be given the Magnesia Association of America, and, although the day was unpropitious, a severe rainstorm lasting throughout the entire ceremony, the association and industry, generally, were fully represented, and voted the affair a success.

The sponsor of the ship was Mrs. R. V. Mattison, Jr., wife of R. V. Mattison, Jr., Vice President and General Manager of the Keasbey & Mattison Company, one of the associate members.

As the ship slid down the ways on its first short voyage, it was accompanied by the cheers of the crowd and the best wishes of the industry for many and prosperous voyages.

United States Asbestos Company's publicity program includes "ASBESTOS," full pages, and copy is very clear cut and impressive.

TO BRAKE-LINING MANUFACTURERS

The Treasury Department on September 20, 1919, rules: "Asbestos Brake Band Lining is not subject to the tax imposed by Section 900, Subdivision 3, of the Revenue Act of 1918," and "Asbestos Brake Band Lining sold by you to jobbers is not subject to tax."

This reverses prior rulings and should be of great interest to brake-lining manufacturers.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 21 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/21

Asbestos Corporation
of Canada, Limited

The Largest Producers of Raw Asbestos in the World

CRUDES
SPINNING FIBRES
SHINGLE STOCKS
PAPER STOCKS

Mines

Kings Mines, Thetford Mines, Quebec
Beaver Mines, " " "
B. C. Mines, Black Lake, "
Fraser Mines, E. Broughton, "

Head Office

260 St. James St., Montreal

General Offices

THETFORD MINES
Quebec, Canada

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THE BUSINESS OUTLOOK

The important factors underlying the recent strength in the commodity markets during the past several months have been:

1. The appearance of buying postponed for patriotic reasons during the war.
2. The purchase of clothing by demobilized soldiers.
3. Scarcity of goods owing to the possession of large amounts of materials by the government, an increase of exports to Europe, and a shortage of ships for the importation of raw materials while troops were being returned from abroad.
4. The spending of exceptionally large incomes by wage earners and farmers.
5. The spending of hundreds of millions of dollars of war insurance payments received from the government.
6. The anticipation of record crops, which has caused merchants and manufacturers to maintain prices of goods in expectation of a sustained demand.
7. The maintenance of interest rates at an artificially low level to ease treasury financing, which incidentally stimulates speculation and excessive extension of credit.

During the latter part of the year, the above factors will continue to operate in large degree, so that trade should continue quite active. The two most favorable factors will be the large crops and the credit facilities of the reserve banks.

HIGH DUTY ON AMERICAN AUTOMOBILES

The explanation that a high duty on American automobiles imported into Europe is necessary to restrict importations as a protective step to maintain the present rate of exchange does not appear to be the true reason, but rather, fear of American competition is the one that seems most reasonable to anyone familiar with the remarkable war record of our cars and trucks in European service. It has recently been brought to the attention of automobile manufacturers in this country that a convention held in Paris decided to recommend the imposition of a duty of 45% against American products, while the United States duty would be only 10% on imports from European countries. At the present time imports of automobiles are prohibited in both France and England.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 23 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/23

STANDARDIZATION

We notice in several of the technical journals a great deal being said about the American Engineering Standards Committee.

The objects of this committee are to avoid overlapping, duplication of effort, and the confusion of conflicting standards; to insure the employment of an effective and sound procedure in the development of standards, so that a standard, when promulgated, may not only be workable but also acceptable to all concerned, and the only accepted standard of its kind; to stimulate desirable standardization, and at the same time to shut off premature or ill-advised attempts at standardization.

With these purposes so clearly outlined, we can reasonably expect the Associated Engineers of this country to simplify manufacturing processes, and thus to greatly increase the productivity of labor.

Soon or late, Asbestos manufactures will be standardized, and that will be a great day for the industry.

ON SELLING

From office boy up to president, every man in an organization is a potential salesman.

To begin with, every man must sell himself, either to an employer or if an employer, then to his customers.

Selling is a big thing.

Keeping things sold, and getting repeat orders is a bigger job than taking the first order.

Keep everlastingly selling your industry.

A knock at the industry, your own organization, your fellow employees cannot possibly help you, but does great harm.

Boost or keep quiet.

See the Magnesia Association advertising for an instance of team work and how you can help.

Boost the industry.

You are bound to get a part of any increase in business.

Note the increasing use of advertising pages by Canadian miners. "ASBESTOS" is the only 100 per cent. circulation medium in the industry.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 24 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/24

THE ORIGINATORS *and*
LARGEST MANUFACTURERS *of*

85% Magnesia
Sectional Coverings

Asbestos
Textiles, Papers
Millboards, etc.

"IF IT'S MADE OF ASBESTOS
WE'VE GOT IT"

Keasbey & Mattison Company
AMBLER, PENNA.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 25 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/25

CORNERED

In the first issue of "ASBESTOS" we related some practices by which purchasing agents suppress prices. Too bad that where business ethics is so remiss, the law does not condemn, but it doesn't. The only agency that deprives the tricky buyer of his advantage is the Open Price Association movement. Here is an actual instance:

A member of an open price association called at the office of the purchasing agent of a large railroad to see about a certain order for which he had put in a bid. The purchasing agent pretended to look through a file of papers, then said blandly:

"Sorry, but there are two or three lower bids than yours."

The bidder was surprised, "I don't see how that can be. I am sure my bid is the lowest."

"Not by a good deal, but I am willing to give you a chance to come down—"

"Hold on," the bidder interrupted, "either you are stringing me or some one else is—here are all the bids you have received," and he drew from his pocket an abstract of bids.

The agent looked surprised. "Where did you get that?"

"I am a member of the ———————— Open Price Association, and every bid made on work is reported to the secretary the moment it is made and he sends the abstract to every member bidding. According to this report, I am the lowest bidder. If you have a lower bid, whose is it?"

"That's my affair."

"All right, let me use your telephone and I will call up the secretary and tell him what you say; he will get in communication with all who have bidden and get at the truth of the matter."

The agent smiled, "I guess you have me cornered, you may have the order."

Research leads to discovery, discovery to invention, invention to no one knows where. Applied and supervised by those prepared for the task, the strides of progress will be long and the benefits in proportion. Let us educate for living, certainly, but let us also educate for leadership —that superlative leadership of which civilization will stand more and more in need as it increases in complexity and reaches higher and higher planes.—*Dr. William H. Nichols, president American Chemical Society.*

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 26 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/26

ASBESTOS TEXTILE CO.

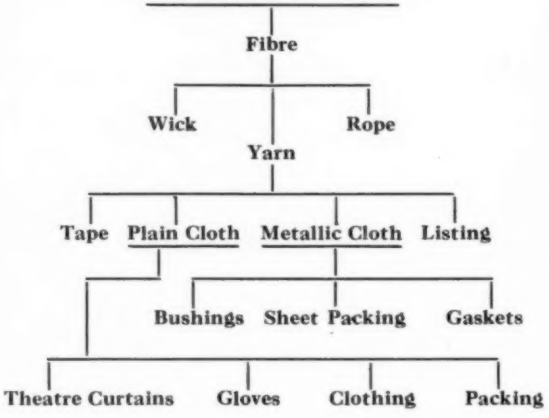
INCORPORATED

MILLS
REYNOLDSVILLE
PENNA.

GENERAL OFFICES
WOOLWORTH BUILDING
NEW YORK

WE MANUFACTURE

ASBESTOS



"Quality and Service"

ASBESTOS TEXTILE CO.

INCORPORATED

MILLS
REYNOLDSVILLE
PENNA.

GENERAL OFFICES
WOOLWORTH BUILDING
NEW YORK

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 27 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/27

NEWS OF THE INDUSTRY

In insulating locomotive steam pipes at bends and other inaccessible places where sectional steam pipe covering cannot be used to advantage, railroads and locomotive builders have found that Asbestos listing, one or two inch wide by 1/16 inch thick, wrapped around the pipes, makes an efficient insulation.

Textile manufacturers would do well to inquire into the use of listing or tape for this purpose.

T. Frank Manville, President of the H. W. Johns-Manville Company, was recently the victim of appendicitis. An operation was resorted to and was very successful, Mr. Manville now having returned to his office.

It is interesting to note the publicity being given to Asbestos by Merchant & Evans Co., Philadelphia, who are advertising Evans's "Almetl" Fire Doors and Shutters.

The ever increasing business of the U. S. Asbestos Co., Lancaster, has made it necessary to find larger office quarters.

An entire floor in one of Lancaster's large office buildings has been taken and the company is now very comfortably installed in its new home.

The strike of the New York printers will delay, for about 10 days, the distribution of the book "Asbestos" being gotten out by Asbestos & Mineral Corporation.

Even Asbestos is being exploited by stock swindlers, so it is alleged. The New York Asbestos Mining Company's effects have been seized by the district attorney, and Broughton Brandenburg, president of the company, is under arrest, charged with a lot of things. The company it is said, attempted to exploit as an Asbestos mine a soapstone hill on Staten Island.

Any old industry, hole in the ground or air-way in the sky, will get the money if the proposition is well-dressed with pretty words and pictures.

Dividend of 1¼ per cent. on common stock and 1½ per cent. on preferred, for quarter ending September 30th, has been declared by the Asbestos Corporation of Canada, on stock of record October 1st, payable on October 15th.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 28 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/28

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.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 29 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/29

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.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 30 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/30

The H. W. Johns-Manville Company, New York, has commenced excavating for a large plant at Waukegan, Ill. No contracts have been let for the building itself, as the type of construction and the specifications have not been fully decided upon.

The advertising of the Asbestos Textile Company, New York City, in providing their prospects with covers for telephone directories, should certainly produce results. No one can fail to appreciate this useful piece of office equipment.

Out-of-town buyers of Asbestos crudes and fibres are invited to make their headquarters in New York, at the office of the Asbestos & Mineral Corporation, 17 Battery Place.

A complete library, full set of samples, stenographic service and courteous treatment await your use whenever you are in New York.

A step forward was taken by a manufacturer of Asbestos textiles recently when he established 15 per cent. as the maximum amount of cotton to be used in his Asbestos fabrics.

The action was brought about by his receiving from a customer a request for Asbestos cloth containing 30 per cent. cotton. The manufacturer courteously but firmly declined to quote and his action has been heartily approved by Asbestos textile manufacturers generally.

The Market of Tomorrow

(*Continued from Page Eleven*)

able or advisable that governments would reduce the amounts of currency available for such payments?

The present high cost of labor, all manufacturers know only too well. *Never* has labor been better paid, yet never so irritable, restless and self-assertive. Little or no effort has been made to reduce wages—none will.

On the contrary, many wage advances are noted. Present manufacturing costs will be maintained, hence prices must.

Be optimistic! Take a broad, liberal view of future business conditions, and you must see that we are launching the most prosperous industrial era this country has ever experienced.

Have you noticed Carey Company's advertising in the Saturday Evening Post and in "ASBESTOS?" It is worth examining into.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 31 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/31

NEWS OF GENERAL INTEREST

Manufacturers interested in foreign business may find the service of the Philadelphia Commercial Museum, 34th Street, below Spruce, Philadelphia, helpful, especially their weekly export bulletin which contains the inquiries of foreign buyers in each issue. Application to the Museum would give full information of the service.

The passage of the Edge Export Finance Bill by the Senate is regarded as a big contribution to the solution of the problem of financing foreign purchases in the United States. The bill is designed to extend American credit abroad and enable American financial interests to assist in the rehabilitation of Europe.

This bill will doubtless be approved by the House.

A rule of law governing an employer's liability for injuries to employees, is that a worker assumes all risks of injury which are naturally to be appreciated by him, considering his experience and ability to discern the dangers, but that he does not assume risks not appreciated by him because of his inexperience and their latent character.—*From U. S. S. Court Decision.*

The American Locomotive Company is figuring on 400 locomotives for the Belgium government.

The Central Railroad, Brazil, has ordered from the American Locomotive Company thirteen locomotives, the total weight being 375,000 pounds.

Under the new rules of the American Express Company, effective December 1, 1919, shippers are required to adopt a new system of packing their merchandise by introducing outside containers of different weights. The U. S. Railroad Administration has endorsed the new regulation, the purpose of which is to stop the pilfering of goods in the course of transit.

"Selected Articles on Employment Management," edited by Daniel Bloomfield, undertakes to put before employers, in a condensed form, the best that has been said and written on this difficult subject.

Introduction is by Meyer Bloomfield, and the volume is well worth perusal by all employers.

H. W. Wilson Co., Publishers, New York City.

Price $1.80—507 pages 7¾" x 6".

No one but visionaries believed that prices would come down after the war, excepting, however, a somewhat numerous body of deluded men who believed that the end of the war would see wages cut squarely in half.

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 32 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/32

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**

Asbestos Magazine, 1919, October 1919
ACL Doc 12048 · Page 33 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/33

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, October 1919
ACL Doc 12048 · Page 34 of 37
Published by AsbestosClaims.Law
asbestosclaims.law/library/12048/34

EHRET MAGNESIA MFG. COMPANY
VALLEY FORGE, PA.

October 6, 1919.

Editor "*Asbestos*,"
721 Bulletin Bldg.,
Philadelphia, Pa.

Dear Sir:

Just a word about ourselves as manufacturers. We are located in the Dolomite Hills of Valley Forge. Our plant is a modern plant and our employees are skilled in the various branches of their work from the quarrying of the rock to the packing and shipping of the finished products. Our company has no interest other than the manfacturing of the best Pipe and Boiler Covering that can be produced and the marketing of it in accordance with high business standard.

The location of our branch offices and agents follows. You will note that we give some intimate facts in connection with ourselves and our representatives, and this in the hope that we will get to know each other better and that when our salesmen call upon you, or our Branch Managers and Agents write you, that you may feel as if they are not entire strangers and rest satisfied that Ehret's 85% Magnesia Insulation, and that the people who make it and sell it, are entitled to your full confidence.

Yours respectfully,

EHRET MAGNESIA MFG. CO.
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.

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TEN WAYS TO KILL AN ASSOCIATION

I. Don't come to the meetings.

II. If you do come, come late.

III. If the weather doesn't suit you, don't think of coming.

IV. If you do attend a meeting, find fault with the work of the officers and other members.

V. Never accept office, as it is easier to criticise than to do things.

VI. Nevertheless, get sore if you are not appointed on a committee, but if you are, do not attend the committee meetings.

VII. If asked by the chairman to give your opinion regarding some important matter, tell him you have nothing to say. After the meeting tell everyone how things ought to be done.

VIII. Do nothing more than is absolutely necessary, but when other members roll up their sleeves and willingly, unselfishly use their ability to help matters along, howl that the association is run by a clique.

IX. Hold back your dues as long as possible, or don't pay at all.

X. Don't bother about getting new members. "Let George do it!"

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