ASBESTOS

Vol. I **JANUARY, 1920** **No. 7**

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

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The Norristown Magnesia and Asbestos Company wishes to announce its usual policy of honest service to its many friends and clients throughout the year of 1920.

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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
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Advertising Rates: $30.00 per page, per issue, net, effective February issue. 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 mediums which would carry their message to the maximum of buyers. ASBESTOS offers a medium—100% efficient—through which manufacturers of Asbestos and allied products may reach the trade.

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

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The Whyfore of Price Advances

Consumers of Asbestos goods, especially yarns and materials made from yarns, are very naturally wondering at the sharp advances in price which have occurred quite recently.

Elsewhere in this issue we have listed production figures of spinning fibres for recent years. Study of these tables reveals a condition of great interest.

In 1917, Canadian miners took out of the ground 2,634,410 tons of rock, from which they extracted 143,174 tons of Asbestos of all grades, this being 108.7 pounds of Asbestos per ton of rock, or 5.4%.

In 1918, the same mines took out of the ground 2,445,745 tons of rock, from which they extracted 143,401 tons of Asbestos of all grades, this being 117.3 pounds of Asbestos per ton of rock, or 5.8%.

Since this increase in per cent. recovery indicates that Asbestos content in the rock is not decreasing as the mines go to lower depth, it is encouraging.

But let us look at the production of No. 1 and No. 2 Crude from which all of the finer yarns and textiles must be made.

In 1917, 5364 tons or 3.7% of total produced was No. 1 and 2 Crude.

In 1918, 3704 tons or 2.5% of total produced was No. 1 and 2 Crude.

Further study of the reports shows that whereas 1918 production showed an increase, that increase was entirely in *short fibre*.

Now since the market has not been nearly so active for short fibres, stocks of those grades have accumulated at the mines and the carrying charges on them must be compensated for by crudes and spinning fibres which are in demand.

So long as consumers, spinners and other users of crudes will pay these long prices so that the miner receives a price for his sales sufficient to finance his production and storing of the shorts, the miner will work hard to get out the crude.

It would help the whole situation if every user could fully understand that crudes and spinning fibres cannot be picked out of the rock just as one picks daisies in a field.

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Millions of tons of rock must be moved, crushed, cleaned, dried and *all* of the Asbestos, of whatever grade it may be, recovered, graded, bagged and stored.

In this business the fat inevitably goes with the lean and must be taken as it comes or not at all.

While labor, power and other costs have greatly increased, these all put together would not satisfactorily explain the miner's price demands, and whereas, it must be admitted that the miner is taking full advantage of his opportunity to get a long price, before too emphatically damning the Asbestos producer and spinner, reflect a bit upon the inexorable natural handicaps under which they work.

For many years the history of Asbestos mining was an almost solid procession of net losses, and it is well for the industry at large that the past three years have been profitable, else there would have been some very big gaps in the ranks.

Industry cannot do without Asbestos, but Asbestos must have from industry a full living compensation.

Market Conditions

Crudes and Fibres

For crudes the demand continues keen. Prices are high and advancing. Very little crude is available at the moment.

For long fibres the market is good, prices firm and supply reasonably adequate.

The demand for shorter fibres is increasing but not yet equal to the supply; stocks at warehouses are increasing, prices nearly stationary.

For sand and very short stuff there is little or no market and it is steadily going to the dumps.

85% Magnesia

In Magnesia the demand is better; market steady. Education of the consumer to use proper thicknesses for given temperatures is helping to create demand. This is a

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good illustration of the efficiency of collective action in industry.

Asbestos Paper and Millboards

Improvement of great extent is noted in the paper and millboard situation. Building activities resuming is responsible for this. Prices are very steady. Manufacturers who changed their paper machines over to felt when the market for paper was off, are now hard pressed to keep up with orders, which are running heavy for both paper and felt.

The future looks promising for this branch of Asbestos industry.

Asbestos Textiles

Market is broad, firm and with advancing prices. Coarse yarns in huge demand. Fine yarns are keenly sought and obtained with difficulty from spinners, who prefer to run heavier goods.

The crude market determines the textile market and users of textiles desirous of real knowledge should study the crude situation.

Shingles

Plants report unprecedented demand. Prices are relatively high but general buying public not being disposed to buy on price to the same extent as before the war, the high price does not deter buying.

Household Goods

Department and 5 and 10-cent store demands are pleasing to the mills. Prices proportionate to cost of paper, cloth, etc., prevail. Market is in good condition.

Summary

Conditions generally are very satisfactory. Miners should further familiarize themselves with uses of finished products. Prices of raw materials are too high and any further advance means still higher prices to consumers. There is a limit of endurance and miners should know when it is reached.

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FRANKLIN
FUEL SAVING

PRODUCTS

Do you realize that a bare 4-inch steam pipe 100 feet long, carrying 150 lbs. steam, wastes 60 tons of coal per year of continuous operation—5 tons per month—and that Double Standard Thick 85% Magnesia Pipe Covering will save more than 89% or 53 tons per year?

With coal at $4 per ton, delivered, and boiler house labor and overhead at $2 per ton, this covering, at an estimated cost of $175, will save $26.50 per month—15% per month, or 180% per year.

Where else will you find an investment giving as good a return?

If you were offered a contract for 53 tons of coal a year for 10 or 15 years—the total price to be $175—you would not hesitate very long.

You may have some bare pipes and surfaces which should be covered. Ask us about them or send for our Catalog F. C. 7-19 and determine your requirements.

THE FRANKLIN MFG. COMPANY
FRANKLIN, PA.

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Help Us Protect

A little while ago the following article was printed in the Sioux City (Iowa) Journal.

"Asbestos" Is Good Fuel

CAUSES TWO FIRES IN SECURITY BANK BUILDING

DAMAGE IS ONLY TRIFLING

Hot-Water Pipe Sets Purported Fire-proof Material to Blazing—First Alarm at 9 o'clock and the Second at 11.45

An overheated hot-water pipe, wrapped in a poor grade of Asbestos covering, caused two fires of small character at the Security National Bank Building, Fourth and Nebraska Streets, last night. Neither fire caused much damage, due to prompt discovery and quick response of the fire department.

At 9.00 o'clock last night the pipe, heated to an extremely high temperature, set fire to a partition in the basement and the blaze was communicated to a pile of waste paper. Dense smoke rolled up through the corridors of the bank and at first caused concern through fear of a serious fire. The smoke greatly handicapped the firemen in reaching the heart of the blaze, which once reached was quickly extinguished.

At 11.45 a second fire broke out, this time in partition walls between the first and second floors. Ripping out a portion of the wall, the firemen tore the blazing "Asbestos" from the pipe. The protective covering was found to consist of one very thin layer of Asbestos, the bulk being made up of a cheap variety of heavy paper.

We promptly started an investigation.

Now, on the letterhead of the Sioux City Journal, over the signature of its city editor, we have a complete retraction.

Mr. A. B. Darling, Vice-President of the Bank, says

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that the pipe covering (?) was not Asbestos, but was a cheap paper composition. It was never represented as Asbestos and was not guaranteed as a fire-proof material.

This stuff was used to protect a blow pipe which ordinarily does not get very hot, but, by mistake, the engineer turned on a draft of very hot air which ignited the covering.

Sample shows it to have been a heavy rough paper, covered with some tar compound.

Such ill-advised and unjust attacks on the Asbestos industry should be nailed on the spot by any decent citizen, especially if he is a part of the industry.

Help us to see that such bunk is retracted by telling us promptly of any instances coming to your notice.

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.....		10%
Magnesia Carbonate, Powdered.....	$0.15 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.....	$1.10 to 1.40	lb.
" Cloth, 10s Commercial.....	1.20 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	.65 to .90	lb.
" Wire Inserted Sheet.....	.80 to 1.50	lb.
" High-Pressure Steam Packing.	1.00 to 1.75	lb.

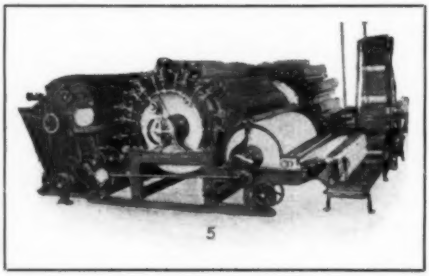
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When you require

Asbestos Machinery

you should think of

"SMITH & FURBUSH"



5

We have built practically all of the yarn-spinning equipment for Asbestos in this country.

Ask for circulars AM138, etc.

SMITH & FURBUSH MACHINE CO.

Philadelphia **Penna.**

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The Screen Test and Prices

By P. Nicholls, Director Planning and Research Department, Franklin Manufacturing Company

What fixes the relative value of milled fibres? For the purpose of this article we will consider only the relative value of grades from the same mine. They are all of the same quality of Asbestos, and there are only two factors in which they may differ; namely, the treatment they have received in the process of milling and the length of the individual fibres.

The treatment could affect their relative value in that it could subdivide them more or less, could imperfectly divide them, or could crack and distort them. Since in general they go through the same process in any one mill, this possible factor in fixing their value need not be considered.

They only differ materially in value, therefore, because of relative lengths of the individual fibres in a given grade, or because of their average length. The latter statement is again open to question, since if we imagine two grades the average lengths of whose fibres are ½", one might have all the fibres ½" long; and the other, 50% ¾" and 50% ¼".

Although this exact condition will not exist, yet a similar but more complicated one could, and their functioning values for a given class of product would differ.

Length of individual fibres is itself open to discussion, since there might be two grades, one having all the fibres separated into individual threads, and the other having the same length, but having the individual threads partially twisted or knotted together, or still partially attached together, so that for many purposes their effect in the product is equivalent to that of a longer fibre. Actually many grades have some of both suppositions.

It was not long ago that fibre was bought by examination and eye only, but now the screen test is generally accepted. This is a decided advance, but it is still a somewhat crude method of fixing values, especially when the purchase price advances so quickly with small changes in the upper screens.

The properties that the test measures can be several, and will at least include fibre lengths, subdivision, stiffness

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The Standard of Quality

Carey

ASBESTOS AND ASPHALT PRODUCTS

85% Magnesia

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

THE PHILIP CAREY COMPANY

Factories

Lockland, Ohio, and Plymouth Meeting, Pa.

General Offices

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

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of fibres, dampness, stickiness or their tendency to cling together, and relative treatment as it affects their matting. The effect of lengths is predominant, and is also the one for which bigger prices are paid, and it would be worth careful study to learn how far the screen test defines this property. It is not probable that very definite answers could be given, but in any case it is incorrect to assume that the same screen result from fibres from different districts express equivalent values of length.

How far then may the screen test be used to estimate the relative value of grades from the same mine? Suppose there are two grades of 8-6-2 and 5-7-4. In the first, $\frac{8}{16}$ of the whole does not pass through the second screen, and in the second, $\frac{5}{16}$. Has the $\frac{8}{16}$ in the first grade the same average length as the $\frac{5}{16}$ in the other grade? If so, it should have the same value per ton, and in a similar manner the portions in the other two screens should have the same values per ton. Knowing what these are, the relative values of the two grades could be calculated.

That this is so is doubtful, but it will not be argued at this time. As this is the only numerical measure of length a purchaser has, it is possible he would take it for granted that the average lengths in the same screen are the same, and he will desire to compare the prices of grades on this basis. As the price of a given screen size is not quoted it is necessary to derive it from quoted prices of different grades. This would be done by elementary algebra, and we must know the prices of four grades to find a value for each of the four screens:

Suppose quotations are as follows:

For a 2-8-4-2	$475	per ton
" 0-8-6-2	300	" "
" 0-1½-9½-5	100	" "
" 0-0-10-6	65	" "

What then is paid per ton for the proportion in each screen?

Let A, B, C and D be the values per ton of the material in screens No. 1, 2, 3 and 4, respectively.

Then since 16 (oz.) is the total of all the screens, the four equations would be:

$$2A+8B+4C+2D=475\times 16$$
$$8B+6C+2D=300\times 16$$
$$1\tfrac{1}{2}B+9\tfrac{1}{2}C+5D=100\times 16$$
$$10C+6D=65\times 16$$

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The solving of these equations gives an obviously incorrect result, since the values found are:

A = $1277.50
B = 607.50
C = − 152.50
D = 427.50

The reason for this result must be that the value of the 0-0-10-6 grade is inconsistent, and therefore cannot be used.

It is necessary then to neglect it and to use only the first three equations, and assume a value for D, which will be taken as $10.00 per ton, then the values are found of:

First screen	A	$1478	per ton
Second "	B	539	" "
Third "	C	78	" "
Bottom "	D	10	" " (assumed)

Assuming that these prices are the market value, as fixed by the first three quotations, then the correct price for any other grade is easily found.

For instance for 0-0-10-6 grade:

$$\text{Price per ton} = \frac{10 \times 78}{16} + \frac{6 \times 10}{16} = \$53 \text{ per ton}$$

instead of the $65 asked.

For 0-5-7-4 grade:

$$\text{Price per ton} = \frac{5 \times 539}{16} + \frac{7 \times 78}{16} + \frac{4 \times 10}{16} = \$205 \text{ per ton.}$$

Such arithmetical exercises do not fix the true relative values of the screen proportions, but only show the relative prices which should be paid. Though the assumptions on which they are based are not in any way proved, yet those purchasing a variety of fibres could profitably work them out and keep record of the results, as the comparisons would be at least interesting.

It should be borne in mind:

1. That it does not follow that the average lengths in any one screen is a fixed quantity.

2. That the true relative values depend also on the quantitative functioning in the products of each purchaser.

Do not begin a job with a hurrah and finish it with an excuse.

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The Smiling Complaint Adjuster

Complaints are real opportunities for heart-to-heart contact with your customers. The manufacturer's point of contact with the public must not be harsh, but well-oiled and designed to appease. Remember that, after all, you are servants of the public which forms its opinion of your service by contact with your company through its representatives.

Unfortunately, many trivial complaints receive little attention and the public often resents the slight degree of seriousness manifested toward complaints, in comparison with the importance attached in the mind of the complainant.

Receiving complaints is an art, for every complaint is a liability, unless, by thoroughly satisfying the party complaining, you make it an asset. Your average customer does not know your president, directors, or executive officers, nor does he care who they are, but he does know your complaint adjuster and salesman, and through them, your company.

This is the point of contact between the company and the public which determines the company's reputation among the trade, and consequently requires that complaints be handled courteously and in a conciliatory manner. The public is concerned primarily only in your service, and judges your company by the spirit of fairness manifested by your employees toward your customers.

Statistics show that only 10% of the people with complaints make them known, hence the importance that they be handled tactfully.

The biggest asset a company serving the public has is in handling complaints in a friendly and satisfactory manner. The good-will, the good word spoken as to the company's fairness in adjusting a grievance, is an advertising asset which raises the company's morale and stimulates its growth among clients.

The adjuster who compromises the just complaint on a fifty-fifty basis is unworthy of his position. Go 100% of the way; lay all your cards on the table face up and thank

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the complainant for the opportunity. Let the party offering the complaint suggest a solution, then freely and courteously accept the terms and ally with your company a booster in that community.

Analyze your points of contact with the public and see that the magnets are all working. Keep a genial, smiling man who is inoculated with the public viewpoint, in charge of your complaints, and you will establish among your patrons, boosters for your company and its products.

A Correction

In the article in the December issue of ASBESTOS entitled "Testing Asbestos Fibre," the sizes of the mesh wire screens should have been ½", ¼" and $\frac{1}{10}$", respectively, instead of 1", ½" and ¼".

Also, the period of time the machine is set in motion for test, by the Asbestos Corporation, is two minutes instead of three.

Production and Value of Canadian Asbestos of Better Grades According to Official Reports

TONS PRODUCED	1915	1916	1917	1918	1919
No. 1 Crude.....	2,734	3,073	1,761	1,808	
No. 2 Crude.....	2,631	2,885	3,603	1,896	?
No. 1 Mill Fibre..	12,502	11,768	13,197	13,559	
TOTAL.....	17,867	17,726	18,561	17,263	

AVERAGE VALUE PER TON					
No. 1 Crude.....	$274.36	$422.76	$778.38	$937.92	
No. 2 Crude.....	122.44	219.77	381.46	424.74	?
No. 1 Mill Fibre..	64.32	77.57	99.90	163.87	

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Colonel Thomas M. Valleau

In the November issue, we published the photograph of Henry F. Grier, giving him the title of "Oldest Pipe Covering Man in the United States."

We now find that Colonel Thomas M. Valleau, President of the Valleau-Quinn Corporation, New York City, entered the pipe covering field at an even earlier date. No doubt Mr. Grier and Colonel Valleau will find the reading of each other's experiences most interesting.

Colonel Valleau's first job, and as near as can be determined, the first work of its kind done in the New York territory, was in the year 1858. Colonel Valleau says:

"The first covering job was on the Steamboat 'Francis Skiddy,' which ran from New York to Albany. The steam pipes were about 14" in diameter. As new Brussels carpet had been purchased for the saloon, we put on the steam pipes six layers of the *old* carpet, sewing it on, covered it with canvas, sewed on and painted. The boilers were not covered.

"In 1860 the Steamboats 'James W. Baldwin' and 'Mary Powell' were launched and their steam pipes and

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cylinders were covered with Russian hair felt, three layers, the boilers being covered with hair felt with a backing of wool felt.

"The first cement covering was applied in 1865, to the breeching and smoke flue of the sloop of war 'Madawaska.' This consisted of a layer of plaster of Paris, covered with chicken wire, then a layer of fire clay held in place with chicken wire, the finishing being done with sand and plaster Paris.

"The Chalmers-Spence Company were the first to use a fire-proof covering.

"The first sectional covering was known as 'Toupees' and was made of Asbestos fibre and silicate of soda, covered with canvas and held in place by bands, this in the year 1865 or 1866. About a year later 85% Magnesia covering made its appearance and has held first place as an insulating material ever since.

"I marvel when I think back to early insulation days when a 'big' job consisted of 100 lineal feet or so of hair felt or plaster work—as against a recent contract erected by us at the Grand Central Terminal Group, New York, comprising approximately 900 miles of piping (about 500 carloads of 85% Magnesia covering)."

Arizona Asbestos Industry Growing

News reaches us from Globe, Arizona, that the production of Arizona crude is active, about 250 men being employed. Important deposits are in the southeast Sierra Ancha Mountains, about 40 miles northwest of Globe, where much long and high-grade fibre is produced. Preparations now are being made to utilize large deposits of the shorter and poorer grades. Most Asbestos shipped from this point is said to go to the H. W. Johns-Manville Company.

This property is reached readily over a new road being built by the Forestry Service up Cherry Creek Valley. The extent of the Asbestos deposits has been demonstrated very largely by Charles F. Sloane, who has developed most of the Asbestos ground thus far located and who has lately started development of still another property about twenty miles north of the Raybestos ground and also near the Cherry Creek road.

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Two-Minute Talks on "85% Magnesia"

NUMBER 6

A suit thin enough for summer won't keep you warm in January.

By the same token, a pipe and boiler covering thick enough for ordinary pressures won't keep in the heat when the pressures are higher.

When you install the 85% Magnesia pipe and boiler covering you are told in its scientific Specification exactly what thicknesses to use for the various pressures.

Thus, while the so-called "standard" (1") thickness is ample for 150 lbs. pressure, the Specification Tables show the ratio of increased thicknesses of 85% Magnesia required for all the higher pressures.

Without these increased thicknesses to fit the higher pressures your heat-insulation fails to give maximum power and fails also of maximum coal saving.

If a steam pipe wastes per hour only 50 lbs. of steam by condensation, that means a loss of at least 10 lbs. of coal. Multiply that 10 lbs. of wasted coal by the hours per week, per year, and you are astounded at the totals. Add that wasted coal to the loss of efficiency, slowing up of production, rising cost of overhead and you begin to comprehend what too thin a covering costs you.

Remember, when your pipes and boilers are covered with the scientific thickness of 85% Magnesia you will never lose more than 10% of your heat, usually not more than 5%. Proper thickness of 85% Magnesia means the practical maximum of power, the practical minimum of coal waste.

This extra thickness costs you nothing because the coal you save pays for it.



MAGNESIA ASSOCIATION *of* AMERICA

721 Bulletin Bldg., Philadelphia, Penna.

EXECUTIVE COMMITTEE, Wm. A. Mucan, *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.

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Exports and Imports of Asbestos

October, 1919, shows imports in Asbestos manufactured goods from England in the amount of $14,861, with $15.00 representing the total importations from all other sources.

During the same month, however, we exported Asbestos manufactured goods to a value of $150,010 of which $8914 went to England, $11,000 to Netherlands, $24,000 to Belgium, $12,000 to Austria, $1500 to Spain, $1700 to Norway, $2400 to Italy, $3800 to Japan, etc.

The point is that our exports of Asbestos manufactured goods to Europe greatly exceeded the value of our imports from Europe.

In September, the month previous, our imports of Asbestos manufactured goods were $43,320 and our exports were $184,000.

From month to month, it will be our pleasure to make deductions from the statistics covering imports and exports in the pages of this magazine, since we believe most of our readers will be interested in observing the relation between imports and exports.

A report recently received on imports and exports of Asbestos manufacturers for the years 1914 to 1918, inclusive, and divided by countries to and from which goods passed, contains some interesting and valuable information.

U. S. imports during that period fell off almost to the vanishing point, while exports increased several fold. Naturally, German, French and English shipments to us were greatly curtailed, while we increased our export trade with South and Central America largely at the expense of England and Germany.

A small increase in imports is noticeable from month to month in this current year, but expert observers do not look for any serious competition from Europe for another twelve months, at least.

In the meantime, American manufacturers would do well to strengthen their hold on such export trade as has been established, for the reason that European makers will be after it strong whenever they have reasonably recovered from the war shock.

Anyone interested in details of imports and exports may obtain full information by addressing "ASBESTOS," 721 Bulletin Bldg., Philadelphia.

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ELWOOD J. WILSON

Mining Engineer

34 West Thirty-third Street
New York

Asbestos Crude and Fibre for Sale

Will Examine and Report on
Asbestos Mines and Prospects
Anywhere

Correspondence desired with Owners
Asbestos Mines with a view of Purchase

Published by AsbestosClaims.Law
asbestosclaims.law/library/12051/28

Asbestos and Rubber Works of America Under New Ownership

C. H. Van Nostrand, former secretary-treasurer of R. H. Martin Company, New York, sales agents for Martin-Bennett Asbestos Mines, and Harry Gillett, former manager of the Cleveland branch of H. W. Johns-Manville Company, have joined to purchase the business of the Asbestos and Rubber Works of America, New York.

The new ownership is operative from January 1, 1920.

Mr. E. H. Garcin, former owner of the Asbestos and Rubber Works of America, has decided that his time will be fully occupied in developing The Asbestos Fibre Mining Company's property in Canada; in cultivating his extensive farm in Virginia and in keeping down the birth rate of game birds and fishes in Florida.

Mr. Garcin has developed a large business in the Asbestos and Rubber Works of America and the new owners have demonstrated abilities which promise well for their future.

We welcome them into the Asbestos family.

The effort of some newspapers to be funny is amusing.

Whenever an Asbestos plant, or an Asbestos product is damaged by fire, the news is full of stabs at the industry.

A recent fire in the plant of a textile manufacturer brought forth the following comment in the Evening Sun, New York:

"Among life's minor ironies told in the day's news we note the burning of an Asbestos plant. But we have still to read of the frigorifical crystallization of the roof of Gehenna."

It is pitiful that the people who mould public opinion through the columns of newspapers have such a small degree of ordinary horse sense. It is so obvious that the walls, roof, floors, machines and everything else employed about an Asbestos plant, being made of Asbestos, in each instance, should be fire-proof!

We wonder if the newspaper writers suppose the men who make the Asbestos to be fire-proof, too.

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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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Secretarial Service

Frequently our office receives inquiries from varied sources, desiring to know what "Secretarial Service" is.

With no desire to advertise ourselves, but solely to provide readers with the answer to that question, a few lines will be used for the purpose.

"Secretarial Service" is merely a trade name given to an office owned and operated by one individual, with whom there are several associates, indirectly interested.

The primary purpose of "Secretarial Service" is to organize and operate Open Price Trade Associations. Originally, clients were the several branches of the Asbestos-Magnesia industry, but development of the work indicated a need for similar service in other industries and much work has been and is being done in branches of industry, quite dissociated from Asbestos.

Basically, all business rests upon the same fundamental principles, and it has been found that experience gained in one industry can usually be made profitable to another entirely different line. It is for this reason that a common secretary for several industrial groups is of practical advantage.

"Secretarial Service" undertakes to perform all those tasks which may be done more effectively and more economically by concerted group effort than could be done by individuals.

Team work versus lone hand.

Matters of import and export, freights, cost finding methods, market conditions, labor, government requirements, standards of manufacture, uniform specifications, collective purchasing, group advertising, all these and many day to day casual services are undertaken and executed, how well, may be left to the users of the service to relate.

"Secretarial Service" is under obligation to its clients in just the same degree that a manufacturer is obligated to his customer, but no more.

It aims to give an honest, efficient service to client, government and the public, with favor to none and profit to all.

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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.

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Asbestos in the Philippine Islands

By Oliver Bowles, Mineral Technologist, United States Bureau of Mines

Published by Permission of the Director of the United States Bureau of Mines

The question has lately been raised as to the possibility of developing a commercial deposit of Asbestos in the Philippine Islands. The inquiry originated in an item in a report of the Department of Foreign and Domestic Commerce to the effect that in April, 1919, there was exported from the Philippine Islands to the United States, Asbestos valued at $35.00

It was found on inquiry that the quantity was less than half a ton, and that the shipment was made for experimental purposes, and to ascertain its true market value. The deposit is near the town of Bangui, on the northern shore of Luzon Island, and is operated by the Ilocos Asbestos Products Company.

The Bureau of Mines lately received a specimen of Philippine Asbestos for examination. It was found to be a white, long-fibred amphibole, apparently pure and uniform, but too brittle, and too low in tensile strength to be of any value for spinning purposes. Along with the amphibole, there are lenses and pockets of chrysotile Asbestos.

The deposits are said to be extensive, and while no evidence of chrysotile Asbestos occurring in commercial quantities has yet been shown, there is apparently a possibility of such development.

An envelope, bearing an English postmark, came to Asbestos recently. It contained subscriptions, and pinned fast to the letter were two United States greenbacks. Not only did this gentleman recognize in Asbestos something to be desired, but he was aware that exchange rates are adverse, and with that courtesy for which the Englishman is noted he went to the trouble of getting United States funds for mailing. We thank him.

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ASBESTOS TEXTILE CO.

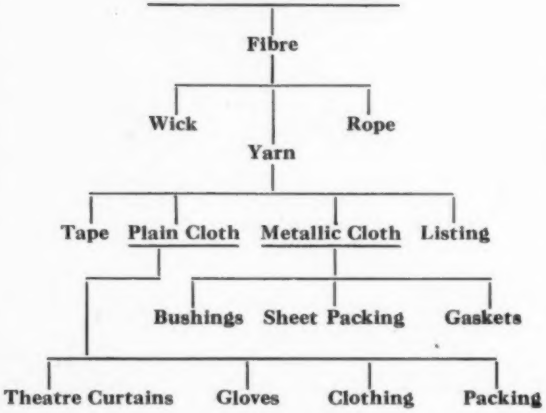
INCORPORATED

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

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The Cost of High Taxes

A most interesting treatment of "the cost of high taxes" appears in story form in the *Saturday Evening Post* of November 15.

The argument is that we are all contributing quite too much for taxes for the maintenance of a horde of investigators, advisers, etc., who, for the most part, have had no practical experience whatever and spend their time rushing around telling business men how they should do business.

The villain of the play, leader of his industry, becoming highly incensed at the interference with his business, cuts prices to the level of bare cost, urging his competitors to do likewise, and thus reduce "the cost of high taxes."

Most American business men have laid aside surplus sufficient so that if too much burden is placed upon industry by government, they are in position, by foregoing profits for a space, to make it very interesting, at least, for any vultures that may become too hungry.

Obviously if there are no profits there are no taxes. Rather clever conception at that.

Small Leaks Are Large Losses

Small but constant losses are often serious ones, and one cause of these is lack of inferior or defective insulation material on pipes and boilers. Another cause is the quality or condition of the packing in a steam plant. Pipe-covering, pipe and boiler joints and fittings become loose with continued use and abuse with the resulting loss of steam and power. The broken band and the leaky packing should receive immediate attention to the end that these leaks may not be allowed to waste steam, and consequently power.

This journal is especially fortunate in having secured Mr. Oliver Bowles, Mineral Technologist to the United States Bureau of Mines, as a contributor.

Mr. Bowles is making an intensive study of Asbestos and will give us his views and discoveries as they develop from time to time.

You will note one or two articles by Mr. Bowles in this issue.

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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

Dominion Express Building

Montreal, Canada

New York Office, 8 West 40th St.

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Asbestos in Many Lands

It is really surprising to note the many places on the globe where Asbestos is found. In the United States, for instance, deposits of Asbestos occur in:

Arizona
California: Alameda Co., Calaveras Co., Dutch Flats, Eldorado Co.
Idaho (Kamiah)
Maryland
Missouri
New York (northern part)
Nevada
North Carolina
Oregon
South Dakota
South Carolina
Texas
Washington
Wyoming
Vermont

While the following foreign countries produce it:

Australia: New South Wales, Philbarra Dist., Queensland, western part
British India
Brazil (State of Minas, Geroes)
Cyprus
China: Manchuria, Shanghai
Cuba
Canada
France (near Marseilles)
India
Italian Alps
Japan (Shizeroka Province)
Korea (Chungdhugh Prov.)
Newfoundland
New Zealand
Mexico
Peru
Persia
Russia
Spitzbergen
Syria
South Africa: Natal, DeKaap Dist., Rhodesia, Carolina (near Natal Boundary)

It is unfortunate that the qualities of material produced are so generally unsuitable for manufacturing purposes except those obtained from Canada, Rhodesia, Arizona, South Africa and Russia.

You need never fear the man who tells you to go to perdition, but look out for the fellow who starts to show you the way.

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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

Branches:

New York **Boston**

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News of the Industry

A Belgian manufacturer of Asbestos shingles, wood, etc., desires a connection in the United States. Anyone interested may secure particulars by addressing ASBESTOS.

Jacob A. Jacobs, former president of Jacobs Asbestos Mining Company and the Federal Asbestos Mining Company, has sold his controlling interest in both companies to Sir Mortimer B. Davis.

It will be remembered that some months ago there was quite a bit of litigation involving differences between the Jacobs and the Davis interests. This sale brings peace.

The new offices of both companies are located in the Dominion Express Building, St. James Street, Montreal.

In a recent bulletin, No. 8, issued by the Bureau of Mines of Colorado, published at Denver, Colorado, under date of August 1, 1919, Professor C. W. Botkin of the Colorado School of Mines states, on page 16 of the bulletin, that "in the laboratory distillations the yield of gas (from oil shale) is almost doubled if the retort is surrounded by Magnesia insulation."

1918 production of Asbestos in Rhodesia was 8574 tons, according to report of the Secretary of Mines.

Hobdell, Way & Company own and operate several of these mines. They are represented in the United States by The Rhodesian & General Asbestos Corporation, Ltd., Columbia Building, 29 Broadway, New York City, who will be glad to supply samples, prices and full particulars.

We recently had the very great pleasure of meeting Mr. W. F. Hobdell in person, and commend him to you as a most pleasant and obliging gentleman.

The Asbestos Corporation of Canada declares an extra dividend of 2 per cent. in addition to the regular quarterly dividend of 1¼ per cent. on common and 1½ per cent. on preferred. All payable January 15th, to stock of record January 1st.

When the coal stringency came along, at least two of our plants were reasonably well fixed. The General Asbestos & Rubber Company at Charleston, South Carolina, has for some time been using fuel oil exclusively, and by order of the Fuel Administrator all users of fuel oil were fully supplied.

The United States Asbestos Company of Lancaster, Pennsylvania, obtains all its power from the hydro-electric plant of the Susquehanna Power Company, so it was not much affected.

Let us hope the oil wells and rivers are never afflicted with Constitutional or war time prohibition.

The total quantity of domestic Asbestos sold in 1917, according to J. S. Diller, of the United States Geological Survey, Department of the Interior, was 1683 short tons, valued at $506,056, an increase of about 13 per cent. in both quantity and value over 1916.

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Bennett-Martin Asbestos and Chrome Mines
LIMITED

Head Office
Thetford Mines, P. Q.
Canada

General Sales Office
220 Broadway, New York

Asbestos Crude and Fibre

Mines located at
Thetford Mines and Vimy Ridge

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Perhaps a statement recently made in ASBESTOS, to the effect that Hobdell, Way & Company, of London, England, sell the entire output of Rhodesian fibres, should be somewhat modified.

E. H. Garcin & Co., importers, 1821 Broadway, New York City, have for some years been importing directly from South Africa and Rhodesia, spinning crudes and fibres, and from information submitted, it appears that their importations are an important factor.

It is not the intent of ASBESTOS to make false statements, nor is it the intent of ASBESTOS to favor any particular producer more than another. In all cases, whatever we print in ASBESTOS, represents the best and most complete information available at the time of writing, and we shall be under great obligation to our readers if they will point out any inconsistencies so that they may be corrected.

George Schafenacker, treasurer of the Asbestos Fibre Spinning Company at North Wales, Pa., died on Friday, January 9th, 1920, at his home in North Wales. Mr. Schafenacker has been in ill health for several months.

His friends and associates in the Asbestos Fibre Spinning Company and in the industry will miss him sorely.

J. E. Triganne, American sales agent for the Asbestos Corporation of Canada, in making his regular trip through the States in the interests of Asbestos, honored this office with a call. Mr. Triganne reports little change in mining conditions, confirming the scarcity of crudes.

Owing to the holiday season, the Asbestos Corporation Mines closed from January 1st to 7th; The Bell Mines from December 26th to January 12th; Quebec Asbestos Corporation from December 31st to January 12th, and Martin-Bennett Mines from December 31st to January 12th.

J. R. Dickinson and wife have just returned from a trip to Europe. Mr. Dickinson is a well-known inspector of fibres in the Thetford district.

"A Forecast of the Asbestos Mining Industry for 1920," issued by The Asbestos & Mineral Corporation of New York, points out some interesting facts about production, values and comparative conditions. It is dated January 2, 1920.

The last paragraph in the circular reads: "Our forecast is that prices during 1920 will be fully as high, if not higher than during the year just past."

The capacity of the calcining plants of California is estimated at 350 to 400 tons daily or 10,000 to 12,000 tons monthly. In Washington, considering one plant alone, the Northwest Magnesite Company, there is a calcining capacity of 10,000 tons per month, making in all a capacity of 20,000 tons per month or 240,000 tons per year, which is far more than ample for the needs of the United States—*Journal of Commerce.*

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News of General Interest

An official compilation, vessel by vessel, of British shipping losses during the war totals 2479 vessels, aggregating almost 8,000,000 tons, all chargeable to the submarine.

An additional 1,250,000 tons loss was due to ordinary marine causes. This loss is equal to 231 ships of similar size as the Imperator.

For the ensuing year the Bureau of Standards has asked Congress for an appropriation of nearly $3,000,000. Of this amount $250,000 (an increase of $125,000 over the present appropriation) is asked for continuation of the investigation of structural materials of fire-resisting properties for building materials and the conditions under which they may be used most efficiently, and for the stabilization of types of appliances for fire prevention.

The Bureau of the Census, Washington, D. C., announce a special effort being made to have the manufacturers' section of the approaching fourteenth decennial census the most nearly complete and comprehensive inventory of the nation's manufacturing establishments ever taken. Schedules tabulating information concerning the country's industrial resources have already been prepared and printed. These are being mailed to every manufacturing plant in the United States so that factory owners and managers can familiarize themselves in advance with the questions to be answered where records of the past year's business have been compiled. The last manufacturers' census (1914) showed approximately 275,000 establishments listed; this time more than 300,000 will probably be scheduled and about 50,000 mines and quarries reported.

The Iron Age, comparing prices prevailing December, 1919, with those of December, 1918, records advances in practically all grades from pig to bars and rods. Even old material has, in most instances, advanced and only a few minor items have declined.

With production costs increasing all along the line and labor in the basic industries demanding more and still more pay, where is the end of it all?

A gift of a life insurance policy to every employee, was announced on September 29, by Calumet & Hecla, Osceola, Consolidated, Ahmeek, Allquez, La Salle, Lake Milling, Smelting & Refining, Superior, Isle Royale and Whitepine Companies, employing eleven thousand men. The policies range from $1,000 to $1,500, payable to any named beneficiary, dated Oct. 1, 1919, without medical examination and without cost to the recipient. The miners, who have always had to pay high rates for life insurance, are jubilant.

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EHRET MAGNESIA MFG. COMPANY

VALLEY FORGE, PA.

December 26, 1919.

Mr. C. J. Stover, Editor "ASBESTOS"
721 Bulletin Building, Philadelphia, Pa.

Dear Mr. Editor:

To paraphrase a slogan the writer heard a good many years ago and one that many of your readers will recall, we tell you that "While we live we will crow 85% Magnesia, the coal saver." Men of affairs in every important city in the Union are, and have been for 30 years, crowing "85% Magnesia, the coal saver," and as its record of service accumulates the "crows" grow more triumphant in quality and greater in volume.

Any of the following will be glad to submit evidence on request, which will warrant the courage of their convictions. Almost 50% of them have been crowing "85% Magnesia" for many years.

Yours respectfully,
EHRET MAGNESIA MFG. CO.
VALLEY FORGE, PA.

Ehret Magnesia Mfg. Co., 2222 Land Title Bldg., Phila., Pa.
Ehret Magnesia Mfg. Co., 101 Park Ave., New York City.
Ehret Magnesia Mfg. Co., 20 E. Jackson Blvd., Chicago, Ill.
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.
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., 816 Realty Bldg., Charlotte, N. C.
R. B. Wing & Son, 384-386 Broadway, Albany, N. Y.
The Fairbanks Company, 900-926 Camp St., New Orleans, La.
Delaware Electric & Supply Co., Wilmington, Del.
Wallace & Gale Co., 115 S. Gay St., Baltimore, Md.
Paul J. Krez & Co., 444 N. LaSalle St., Chicago, Ill.
Nightingale & Childs Co., 205 Congress St., Boston, Mass.
C. Stanley Morgan, 55 Wayne St., Detroit, Mich.
Central Asbestos & Magnesia Co., 214 W. Grand Ave., Chicago, Ill.
H. M. Orschel Co., 701 S. 11th St., Omaha, Neb.
Asbestos Supply & Mfg. Co., 111 W. 3rd St., Cincinnati, O.
Chamberlain Rubber Co., 93 E. Main St., Rochester, N. Y.
Valleau-Quinn Corporation, 101 Park Ave., New York City.
Collingswood Sanborn, Colorado Bldg., Washington, D. C.
Insulating & Materials Co., 211 N. 3rd St., St. Louis, Mo.

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TO YOU

Boost your association.

It doesn't matter whether you manufacture, buy, sell or just what you do, help your organizations along.

If you don't "belong," join, and do it quick.

Only through efficient organizations, supported by every member loyally and without reservation, can we successfully cope with Bolshevism and its many close associates.

Note how strongly the forces opposed to government, law and order are organized.

You cannot afford to play a lone hand in the present day and age.

Get behind every legitimate organized effort and boost with all your strength.

Carry on!

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