ASBESTOS

Vol. I **MARCH, 1920** **No. 9**

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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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721 Bulletin Building Philadelphia, Pa.

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Conditions at the Source

Current news reports and travelers returning from Canada reveal that this winter of 1920 has been the most severe experienced in many years. Temperatures ranging from 10° to 45° below zero have prevailed with such regularity as to cause a serious water shortage. Lakes are frozen to unprecedented depth and no thaws of any consequence have eased the situation.

Transportation, by every known means, is made extremely difficult. Car shortages are acute. Physical discomfort is severe.

Canadian labor conditions are probably more disturbed than those in the United States.

Asbestos mine workers have asked for and have been granted wage increases ranging up to 35%, effective March 1.

As we go to press (March 3rd) miners are anticipating further demands for increased wages, and it is apparent that what the workers are really after is an eight-hour day.

One well-known and highly productive mine has produced from January 1, 1920, to February 24, a period of 45 working days, just two tons of No. 1 crude.

We hold no brief for the Asbestos miner, but many of our readers are acquainted with the crudities of the Asbestos country in ordinary times, and can easily picture what it must be like in this shivery winter.

Unsolicited by us, one of the miners has been regularly furnishing monthly quotations on his grades, and they have been published on this page regularly.

On February 25th the following quotations reached us and indicate what this particular miner thinks of the situation:

Crude No. 1	$2,300
Crude No. 2	1,400
"C" Fibre (2-9-3-2)	550
"R/M" Fibre (0-2-10-4)	150
"F" Fibre	25
Floats	14

F. o. b. mines, plus 3½% tax.

Another mine quotes as follows:

No. 1 Crude	$3,000

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No. 2 Crude	2,000
AA Fibre	1,250
A Fibre	1,100
B Fibre	900
S Fibre	150
C Fibre	70
D Fibre	35
F Fibre	25

F. o. b. mines, plus 3½% tax.

While these prices appear out of line with the general market quotations, it is stoutly maintained that sales are being made at these figures.

We view with no small concern the alarming jumps in price for crudes and spinning fibres. Unless all previous experience counts for nothing, the market for raw Asbestos of spinning length will inevitably get top heavy, and when readjustment comes, as it must, somebody will be hurt.

In this industry, as in nearly all others, the manufacturer holds the bag and lacks the co-ordination necessary to enforce taking of material by his customer on a falling market.

The general industrial reaction cannot be more than a million miles away.

Raw Asbestos will probably be one of the last commodities to suffer, but it *will* suffer inevitably, perhaps not this year or next, but very certainly.

Market Conditions

Crudes and Fibres

Canada is experiencing the worst winter in 100 years. Most Asbestos production is of the quarry method and is not "mining" at all. The terrible weather conditions lower production enormously, and the workers are demanding higher rates of pay.

One can find both "bulls" and "bears" on Asbestos, but from where we sit it is hard to see what can happen within a year or more that will have a real bearish effect.

We expect to see prices go higher before the recession sets in.

Crude production is falling year by year, and demand is steadily increasing. What's the answer, in any line, when such fundamental conditions prevail?

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85% Magnesia Coverings

Demand continues brisk and prices are more firm than in the last six months of 1919. Union workers who apply 85% Magnesia on pipes and boilers are apparently bent on ruining the business by running up the applied cost to a prohibitive figure. Wages for these workers have about doubled in eighteen months, and now further demands are being made.

We personally know of more than one job of covering which has been deferred because of the high cost.

Workers, meaning employers and employees, might profitably consider the effects on the business as a whole, if some check is not placed on these mounting costs.

Asbestos Textiles

Little change is noticeable in the textile market. Manufacturers state that quotations are being made by them reluctantly, and only to satisfy the importunities of the buyers. Even when defensively high prices are quoted the orders are generally placed, and some grades of yarns are being sold for unusually deferred delivery. Shortage of raw material of proper quality and shortage of labor of proper productivity are jointly responsible. Machine capacity is ample to care for the demand if only labor and material could be had.

Asbestos Paper and Millboard

Decided strength is apparent in this market. New building has brought more business than the mills can comfortably handle. Several large transactions have recently been made at advanced prices, and it is apparent that the slump of 1918-19 has passed into history, and, with even normal activity in building, healthy growth may be expected.

Asbestos Shingles and Corrugated Sheathing

F. W. Dodge Co. publishes "Building Statistics for January, 1920," which show an enormous increase in activity over every January since 1910. It is predicted that new building expenditures for 1920 will total three billions, as against two and a half billions for 1919.

Shingle manufacturers are sharing in this prosperity and demand exceeds supply.

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Corrugated sheets made of Asbestos cement composition are popular and efficient for industrial building roofs and sheathings.

Summary

From every source we learn daily of increasing use of Asbestos. Entirely new uses are being found in the arts and sciences, and, with a reasonable co-operation within the industry, looking toward research and development, the Asbestos business will soon be considered one of the most important and valuable of all.

Sall Mountain Company's trade announcements will now regularly appear in these pages. Note their advertisement on page 19.

Current Prices During Last Month

Consumers' 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; prices also vary considerably, dependent upon the point of distribution, freight rates having quite a bit to do with determining the price. We believe, however, that these prices truly represent average market conditions:

85% Magnesia Pipe Covering.....	5% to 12½%
Magnesia Carbonate, Powdered.....	$0.15 to $0.20 lb.
Asbestos Paper, Commercial.....	12.00 to 18.00 cwt.
" Millboard, Commercial	12.00 to 18.00 cwt.
" Paper and Millboard, Special.	17.00 to 40.00 cwt.
" Air Cell, 4-Ply	40%
" Cement	$1.75 to $3.00 cwt.
" Yarns, 10s Commercial.....	1.25 to 1.75 lb.
" Cloths, 10s Commercial.....	1.35 to 1.90 lb.
" Yarns and Cloth, Special.....	1.75 to 5.25 lb.
" Listings and Tapes.....	1.75 to 8.00 lb.
" Wick and Rope Packing.....	.65 to .90 lb.
" Wire Inserted Sheet.....	.90 to 1.50 lb.
" High-Pressure Steam Packing	1.00 to 1.75 lb.

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George Schafenacker

George Schafenacker was born at Wissahickon, Philadelphia, of German parentage, July 21, 1859.



When eight years of age his father died, and he and his brother started to work, in order to help support their mother and other brother.

His first work was piecing in a woolen mill in Manayunk. In 1879 he took charge of twelve self-acting mules in Preston's Manayunk Mills. He stayed their until 1884, when he took charge of the spinning department of Solm's Mills, Manayunk, which position he held until 1888.

In 1888 he felt that he wanted to get out of the mill, and engaged in the jewelry business at Hatboro, where he resided until 1891, at which time he removed his jewelry business to Ambler, Pa. He continued in the jewelry business until 1900.

While in the jewelry business he was associated with Mr. C. Huber, and during 1900 both Mr. Schafenacker and Mr. Huber, seeing a future for Asbestos textiles, raised what finances they could between them and started under the name of the Fibre Spinning Company to manufacture Asbestos yarn, their plant being at North Wales, Pa. In 1903 they incorporated under the name of the Asbestos Fibre Spinning Company, Mr. Schafenacker being elected treasurer and general manager, which position he held until his death.

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PRODUCTS

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First, those which by their Presence Alone save the owner money, and

Second, those whose economic value Depends upon Careful and Intelligent Operation.

Preéminent among the first type is Proper and Sufficient Heat Insulation. No matter how Wastefully a boiler is Operated, no matter how Careless or Untrained the Attendants may be, the boiler-covering and pipe-covering, by *Merely Being in Place*, make their Usual Saving Every Day and Every Hour.

In fact, the more uneconomical the boiler operation and the greater the steam cost, the greater is the actual monetary saving, due to the heat insulation.

THE FRANKLIN MFG. COMPANY
FRANKLIN, PA.

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When they succeeded in manufacturing yarn, they found there was no market, and for nearly a year, while Mr. Huber hunted a market for Asbestos yarn, Mr. Schafenacker manufactured woolen yarn, in order to keep the plant going. After developing an outlet for Asbestos yarn the business increased with the development of the demand for Asbestos textiles.

Mr. Schafenacker's death occurred on January 9th, 1920. He is survived by a widow, three sons and a daughter. One of the sons, George Schafenacker, Jr., was associated with him in the Asbestos Fibre Spinning Company, and since his death has been elected vice-president of the company.

Asbestos in Apache County Arizona

By Oliver Bowles

Recently an Asbestos claim has been located in Apache County, Arizona. The deposit is said to be extensive, having been traced for a distance of at least twenty miles. Considerable Asbestos can be picked up on the surface, where vein exposures have disintegrated by weathering. Samples of material from the deposit sent to the Bureau of Mines are found to be of the typical Arizona type. The material is strong, flexible, silky and occurs in cross-fibre veins, with a fibre length of one to one and one-quarter inches, while fibre two and one-half inches long has been reported. While the specimens submitted are somewhat altered by weathering, Asbestos of better quality probably exists beneath the surface.

The deposit occurs on an Indian reservation, and, unfortunately, the present law does not permit the development of Asbestos deposits on unallotted Indian lands. The Department of the Interior recommended that authority be granted to develop Asbestos deposits on unallotted Indian lands, but favorable action was not taken by Congress. In view of the present shortage of crude Asbestos fibre, new legislation permitting the development of deposits such as that described above seems highly desirable.

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CROCIDOLITE CHRYSOTILE



AFRICAN BASE METALS EXPORT CO. LTD.
P.O. BOX 42
DURBAN NATAL.
CABLES ABMECOL. DURBAN
CODES BENTLEYS & WESTERN UNION

AMOSITE TREMOLITE

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Asbestos Trade in Germany

A translated account of the German Asbestos industry's condition, taken from the *Gummi-Zeitung*, is of such interest that we have decided to print it in its entirety, even though it is rather lengthy. It follows:

For more than five years Asbestos and products made out of it have been liable to seizure and control. This regime has now ended. At the outbreak of the war it was necessary to introduce control, for in 1914 the amount of raw Asbestos in Germany was small. Very extensive supplies were necessary to meet the demands made by the navy. Imports from foreign countries entirely ceased, and if now and again a consignment from a neutral country or from Russia came in this did not noticeably affect the situation. With these prospects before her Germany began to look up existing stocks, and even to see if she could not produce the material at home. This German Asbestos was not, however, what we were looking for and requiring. Its use was very restricted, and it was only suitable, unfortunately, for the manufacture of Asbestos pulp or Asbestos substitute pulp. The introduction of this German Asbestos caused considerable disturbance and awakened hopes which were unfounded. The dealer and consumer were led to believe that through the discovery of German Asbestos henceforth all shortage of raw material was entirely removed. Nevertheless, there was still the shortage in Asbestos for spinning and fibre for packing, etc. Germany possesses nothing that can take the place of Canadian, African or Russian Asbestos, and contrary assertions are a direct travesty of the facts.

There is a lively inquiry for satisfactory goods made out of pure Asbestos, and this cannot be covered at all, so that one asks what will happen when the slight stocks at present in the country are used up. The obvious thing to us is to import from the countries which used to supply us. We shall be able to get sufficient quantities, but at what prices and when? With regard to neutral countries, such as Holland and Switzerland, which since the war have been sending to Germany, there are still some stocks left, but they are unimportant in proportion to the requirements, also the particular qualities are probably only those suitable for certain specific uses. There are certain offers of raw Asbes-

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tos, but the goods are not yet delivered, and it may be the end of the year before they arrive. Moreover, the prices asked can be called fantastical, and one may well ask what the finished product will cost. The statement that things will get cheaper does not apply to Asbestos. Since the removal of the blockade a large number of offers of raw Asbestos came over, but few of these were really firm offers. One ought not to say, as some firms in Germany apparently do, that it is possible to do business in Asbestos, as if it were the butter trade. Firms are offering Asbestos who do not even know the particular qualities, who are not aware of the origin of the goods, and do not offer any guarantee for solid business. In addition, there is perplexity with regard to payment, there being no basis upon which business may take place. There are people who uselessly raise prices, and make the market uncertain, their offers being higher than the proper market prices. On the other hand, there exist the solid firms, with their old connections and lengthy experience and, moreover, with credit abroad. Trade in raw Asbestos is a matter of confidence, and one must rely upon the seller as he again must rely upon the supplier—the mines.

There is a distinct difference as to whether the buyer has to pay for his goods in a half year or a year. However one may appraise the recent offers, one finds the same offer almost word for word from four or five of these smaller firms, but none of them is able to give time for delivery, conditions of payment, etc. Today we have an offer as follows:

Bell's crude—5,900 Dutch guldens per ton of 2,000 lb. for prepayment.

If we reckon that today the Dutch gulden equals 14 marks, and reckon the freight at Rotterdam, one can say approximately what the products made from this Asbestos must cost. Bell's Crude 1 represents practically the best material—that is, having the longest and purest fibres, and would only be used, naturally, for goods of the best quality. According to a rough calculation, one kilogram of Asbestos fibre numbers 60 to 80, at 160 to 180 marks, compared with 18 marks in peace. In addition, Bell's 1, according to information, is hardly to be had, on account of the shortage of freight and also the scarcity of labor during the war. As an excuse for their enormous and unnaturally high prices

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the American Asbestos dealers contend that this is not owing to combinations of producers, but is due to circumstances. For instance, the wages paid in Canada are today five times as high as before the outbreak of war, and the necessary materials, such as steel for drills, tools, building materials, explosives, sacks and so on, are from 500 to 800 per cent higher than formerly.

At the outbreak of the war most of the Canadian mines stopped production or restricted it, but even in eight or nine months they regretted this, for although orders from Germany and Austria ceased for the time, new orders from Japan, Australia and even from Brazil, sprang up and large quantities of raw Asbestos and Asbestos fibre were required by them. Again, the British Admiralty requisitioned large quantities in Canada, and at the same time a number of consumers fell off, owing to war service, and production fell away. Today in Canada only a little more Asbestos is produced than in 1913, and this has to be reckoned along with the materially increasing consumers, so that today the following prices are invoiced:

Thetford crude 1, at $1,500.
Thetford crude 2, at $1,000.
Spinning fibre of best quality, at $550.
Spinning fibre 2, at $350.
Asbestos for pulp, at $100.

All these prices are of Canadian tons of 2,000 lb. and equal 907.2 kilograms on wagon at the mines. According to communications referring to prices, there does not seem the slightest prospect that these will be lower, for the greatest part of the production is said to have already been sold. If one regards the present purchase price of the dealer and adds to that the Canadian export tax and the enormously raised freight, prices are reached which make it impossible to calculate accurately and to reach anything like dependable quotations. An American firm states:

"All our prices are f. o. b. at the mines in Canada. The freight from there to Montreal amounts to $5.50 per ton of 2,000 lb., from Montreal to New York $8.50 per ton, while from New York to a North Sea harbor at the time a freight of from $30 to $50 is to be reckoned, or altogether to a Continental harbor $44 to $64 freight per ton of 2,000 lb."

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Asbestos

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Mill Fibres
Paper Stocks
Special Fibres

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Keasbey & Mattison Co.
AMBLER, PENNA. :: :: U. S. A.

Owners of the World-famous
BELL ASBESTOS MINES,
THETFORD MINES,
Prov. Quebec,
Canda

"IF IT'S TO BE HAD WE'VE GOT IT"

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From other quarters fibre for pulp is offered for $75 for 2,000 lbs., f. o. b. at the mine, to which has to be added a freight of about $35 per ton, also 3½% Canadian Government tax and 1% insurance. As the goods would be procured through Holland, and $1 equals H. F. 12.70, or, according to the present exchange, according to which $1 equals 30 marks, 1 kilo of pulp fibre would cost at least 3.90 to 4.20 marks. One asks what will the Asbestos packing cost? Having regard to our wages, the universal reluctance to work, and the enormously increased factory cost, the kilo must cost at least 15 marks.

Somewhat more favorable are the invoices for blue Asbestos from South Africa and the Cape, but even in that case an unpleasant rise is to be observed.

From the above figures one will see the prices at which we have to buy raw material and also that the supply of raw Asbestos is nothing like the demand. Therefore, every firm who uses it may be advised to husband their resources and to hold out for their price, at the same time supply goods which are beyond criticism. As one reads the technical papers one sees a great number of offers of all kinds of dealers of so many thousand kilos, "all English Asbestos sheet, 98% guaranteed"; Asbestos threads, packings, and so on, all "of English origin" or "guaranteed impregnated with 98% Asbestos content, promptly delivered in any quantity." Even if these Asbestos sheets are "guaranteed English origin," about which there is some doubt, then it is a sad sign for our trade to boast about it. If the home market is satisfied, then competition will start, and one offer will vie with another. How the Americans and English take pains to begin business with us again is seen in the offers received for manufactured articles. Perhaps we shall go so far as to buy the finished goods from the Americans and English, and allow our own factories to close down. We should only chiefly have to thank the firms who cannot do too much in advertising "guaranteed English" goods. It is not only the dealer who makes the market uncertain, but also the manufacturer. When one reads the above-mentioned prices for raw Asbestos and considers how our exchange keeps sinking, one is surprised that Asbestos works are in a position to deliver goods far under the prices of today, calculated on the present conditions. It should, however, be stated that when they do this it may be only a feeler used

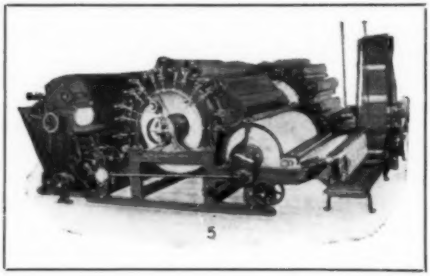
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When you require

Asbestos Machinery

you should think of

"SMITH & FURBUSH"



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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to ascertain the extent and locality of the most pressing needs. It would be in the interest of the whole Asbestos industry if this state of things could be brought to an end and prices made uniform. There is no reason, indeed, to waste materials, for it is far too short in supply and too high in price. However, such conditions reigned in the Asbestos industry during peace, and before long the same conditions will return. Manufacturers should now resolve to supply only articles of good quality from all the works, standardized in manufacture and quality. This would not prevent particular factories who have special facilities for producing their own specialties from continuing. Samples which are coming to hand at present consist of substitutes; a paper with a little kaloin and slag hair is called Asbestos substitute sheet. A match held a foot away will set light to it! If, on the other hand, a customer is offered good stuff in which there is no substitute used, he refuses, because the price is too high. This should be altered; it should be a matter of honor for every merchant to only supply the genuine article and to have the courage to ask the higher price for it. That will lead to a lasting business connection. It will be interesting to see how the removal of the power to seize Asbestos will work, whether it will attract business or the opposite. Any optimism with regard to prices is ill-founded. They can only be increased, for how is it otherwise possible? The German mark is in such a bad way, but people in Germany do not seem to be in agreement about the unfortunate working of this fact. Here and there one hears the opinion that the bad exchange need cause no anxiety. It is said that our enemies suffer more through it than we do, because now they buy our goods, but their goods cannot compete with our cheaper ones. This contention, although it sounds consolatory, is not founded on fact, for it is forgotten that today Germany is suffering from a famine in goods. If we were sufficiently supplied, and if German workmen would manufacture sufficient to supply the shortage of commodities abroad, then we should do very good business, especially with the mark standing low. As, however, the German workmen will not do this the argument which supposes a strong flow of goods out of Germany falls to the ground.—Reprint from the *India Rubber Journal.*

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Sal-Mo PRODUCTS

Quality *Service*

SAL-MO PRODUCTS

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Millboard
Pipe Covering
and
Cements

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Chicago

Eastern Office and Factory
Scranton, Pa.

Factories
Porter, Ind.; Chicago, Ill.
Scranton, Pa.; Rockdale, Ohio

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A New Departure in the Asbestos Industry

In this issue will be found the trade announcement of Asbestos, Limited, a new corporation chartered under the laws of New Jersey.

Officials of the new company have visited us and explained in detail the function which they will attempt to perform. Inasmuch as the plan is entirely new, our readers will undoubtedly be interested.

In 1915-1916, when the shortage of Canadian Asbestos became acute, considerable quantities of blue African crude were imported to the United States and sold to spinners. No adequate instructions were given for the crushing, opening and preparation of this blue stock for spinning. American spinners employed the usual methods in treating these crudes, with generally unsatisfactory results.

A good many years ago the Cape Asbestos Company of London, credited with producing 80% of the entire output of African blue, upon undertaking to market blue crudes in Europe, encountered difficulty, due to the fact that blue requires a very different method of preparation than is needed by Canadian.

The Cape Asbestos Company ultimately was obliged to erect and operate a spinning plant in order to demonstrate the feasibility of spinning blue and to show that blue yarns and cloths could satisfactorily perform certain textile functions. Both blue and white Canadian goods were made by the Cape Asbestos Company, it being evident that blue material is well suited for some uses, whereas white is better for other uses.

Out of these years of first-hand experience, and after the unfortunate history of blue in America in 1915 and 1916, the Cape Asbestos Company decided that it would sell no more blue crudes to America, but would offer only carefully fiberized material ready for mixing and carding.

Negotiations have resulted in the formation of Asbestos, Limited, 8 West Fortieth Street, New York City. Factory is located at Bound Brook, N. J. American capital and personnel form the new company.

Blue crudes will be imported, prepared and offered to the spinning trades at firm month-to-month prices. Any

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Canadian Crude Asbestos and Fibre Corporation

LIMITED

THETFORD MINES

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

FROM

Thetford Mines
Black Lake
East Broughton
Robertson

Sole Selling Agents

ASBESTOS & MINERAL CORPORATION

Whitehall Building
NEW YORK

BRANCHES

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

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spinner having stocks of blue crude may arrange to have them fiberized by the new plant, which is now operating.

The policy announced by Asbestos, Limited, is clean-cut and marks an entirely original departure in the marketing of crude Asbestos.

Answering the question as to how they can afford to import crude and absorb the waste lost in cleaning, it was pointed out that ocean freights are on a per cubic foot basis, and the fibre bulk is seven times the crude bulk. Further, different spinners may desire differently prepared fibre, and it will be the purpose of Asbestos, Limited, to cater to the needs of the individual spinner.

Unfairness in Recent Bill

The appropriation bill exempting labor and farmers' organizations from the operation of the Sherman and Clayton laws is probably the most un-American bit of legislation that has yet been enacted.

These labor and farmers' unions are not, generally speaking, violators of the terms of the Sherman and Clayton laws, but neither are business organizations such violators. We believe that most people, whether employer, employee, farmer or what not, obey the spirit of both these laws and most other laws. However, if organized capital is amenable to the anti-trust laws, so should organized labor and farmer be amenable.

Members of Congress must be made to realize that every violator of laws stands upon the same footing, regardless of what branch of society he may be in.

The anti-trust exemption should be repealed.

Paul Hammerich

Inspector of Asbestos, Crude and Fibre. Reports on Asbestos Mines and Mills.

THETFORD MINES - - QUEBEC, CANADA

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The Cape Asbestos Co.

LIMITED

LONDON, ENGLAND

LARGEST MINERS

OF

Blue Asbestos Crude

MINES: Griqualand, South Africa

ANNOUNCE THEIR
ASSOCIATION WITH

ASBESTOS LIMITED

OFFICE: 8 W. 40th ST., NEW YORK CITY

Works: Bound Brook, N. J.

For the Sale of Blue Asbestos Crude in the United States

All Blue Asbestos Crude from our own Mines offered for sale in the United States will be opened and prepared especially for carding machines.

No Blue Asbestos Crude will be sold in any other form.

A complete factory for this work has been built and is now in operation at Bound Brook, N. J.

Substantial stocks will be kept at all times in the United States, and no Blue Asbestos Crude will be offered for sale except from stock.

To all spinners of Asbestos who have stocks of Blue Asbestos Crude on hand, we are prepared to have such stocks sent to our factory for preparation and a very nominal charge will be made for this Service.

If Interested Write for Samples and Prices of BLUE ASBESTOS

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Asbestos Pipes and Wall Tile

By Oliver Bowles

The manufacture of pipe composed of 85% Portland cement and 15% Asbestos fibre of shingle stock grade is a new enterprise recently undertaken by the Eternit Pietro Artificiali of Genoa, Italy. The pipe is made in 4-inch, 12-inch and certain intermediate sizes, with a thickness varying from about ½" for the 4-inch pipe to about 15-16ths inch for the 12-inch size. It is reported that four machines are now being operated, each machine having a capacity of 3,000 feet of pipe in twenty-four hours. The pipe is seasoned under water for ninety days before it is used. It is much lighter in weight than iron pipe, is said to bear a maximum pressure of about 450 pounds per square inch, and to be acid proof and corrosive proof. The sections may be threaded or they may be caulked or leaded. Even with the high cost of Portland cement in Italy, due to the excessively high price of coal, it is claimed that the cost of manufacture of the Asbestos pipe is not more than one-third of the net selling price of English iron pipe. Pipe having this combination of qualities should find many uses, such as for pipe lines or around refineries.

Wall tile of similar composition are also manufactured. They are decorated with imitation rock surface patterns and attractive figured designs, and are finished with a dull glaze. While a better glaze is to be desired, the material is attractive, is less brittle than porcelain tile, and the cost is not high. There is evidently a wide and promising field for its utilization in the building trades.

The manufacturing company, which is also the patentee, desires to grant manufacturing rights for these products to some American company on a royalty basis. Samples of the pipe and tile may be examined at the Bureau of Mines, Washington, D. C., or at the office of the Asbestos and Mineral Corporation, 17 Battery Place, New York City.

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ASBESTOS FIBRE

FOR THE MANUFACTURE OF

Asbestos Millboard
Asbestos Paper
High Temperature Cements
Pipe Coverings
Asbestos Shingles and Lumber
Insulating Cements
Fibrous Paints
Filtration Packings
Roofing Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines:

East Broughton, Province of Quebec, Canada

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AMERICAN
COMP

Manufactu

ASBESTOS

NORRISTOWN,

Headquarte

YARNS, CLOTH, TAPES, FIBRES, BRAKE LI

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E BRAND OF
AC
RIOR QUALITY

ASBESTOS
MPANY

facturers of

S TEXTILES

WN, PA., U. S. A.

dquarters for
AKE LININGS AND TEXTILES GENERALLY

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Hobdell, Way & Co.
LIMITED

LONDON, ENGLAND

RHODESIAN
CRUDE
ASBESTOS

CAPE BLUE
CRUDE
ASBESTOS

Address Enquiries to

W. D. CRUMPTON

Special Representative

Room 606 Columbia Building

29 Broadway New York

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The Rolling Stone

The old adage of the rolling stone is rather out of date in these strenuous times.

Picture the great stone, rolling down the mountain side, its impetus increasing every moment until it scatters all before it or crushes that which gets in its way.

True, no moss is gathered, but, far more important, it gains momentum—force—and accomplishes its desired object.

Like the rolling stone is the advertising campaign. Happy is the manufacturer who realized years ago that advertising properly done and continually persisted in would bring great results. He is reaping his harvest now. His first year's campaign may have been small and its result insignificant, but as time went by it grew to larger proportions, gained force and momentum, until now the cumulative effect is startling.

It isn't any one advertisement which impresses the public particularly; it is the cumulative effect of years of publicity which crashes its way into human notice, and so thoroughly convinces the consumer of the worth of a certain article that he unconsciously demands Three-in-One Oil, Community Silver, Sunkist Oranges, Campbell's Soups and a host of other objects by their trade name, instead of asking simply for oil, plated silver, etc.

But manufacturers are finding that their own individual stones are not large enough to force their way. Each of ten or twelve manufacturers may raise up their little voices and cry "My product is the best," and each may succeed in making a part of the public believe him, but it has been proven beyond doubt that when the ten or twelve band themselves together, and all shout at the same time, boosting, *not* their particular brand of material, but the *use* of the *product*, the result is an increase in business for all many times greater than the sum of the increases obtained by each manufacturer individually.

Sunmaid raisins are an example. Since the California Associated Raisin Company began to advertise, we eat raisins in what would have formerly been considered impossible ways, and they are good, but we only found it out through advertising.

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Two-Minute Talks on "85% Magnesia"

NUMBER 8

Time-Proof Usage-Proof Not Fool-Proof

Neither Time nor legitimate Usage hurts "85% Magnesia" steam pipe and boiler covering.

Many installations exist where it was put on even 30 years ago which show no depreciation whatever and which are equally good for 30 years to come.

Old installations have been removed and subjected to most searching tests without finding a trace of impaired value. It is common to say that "85% Magnesia" will outlast the pipes and boilers it covers.

You can soak "85% Magnesia"—and it dries out as good as ever. You can hold "85% Magnesia" in a shovel over a fire until the shovel is red-hot—and it isn't hurt. You can give "85% Magnesia" all the tremendous vibration of a locomotive—and it doesn't disintegrate.

No other pipe and boiler covering can endure such usage, and "stay".

But "85% Magnesia" isn't a concrete sidewalk for workmen to tramp on; nor a stone wall to bump with heavy ladders. Nobody but a fool would subject any cellular heat insulation to such usage and expect it to stand it.

Indeed, if any steam pipe-covering does NOT crumble under heavy walking or heavy blows it is a sure sign that it is deficient in the dead-air spaces which gives it its only insulation value.



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.

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The slogan of the paint manufacturers, "Save the surface and you save all," will inevitably teach ultimate economy and lead to the constant painting of buildings.

You'll take your wife flowers more frequently simply because every magazine you pick up tells you, through the advertisement of the Society of American Florists, to "say it with flowers."

All the concerns producing and handling raisins benefit in the Sunmaid campaign.

The campaign of the paint manufacturers will increase the use of paint and therefore the sales of each paint manufacturer to an extent impossible if each manufacturer went on his own. Many people may believe that Sherwin Williams' paint is the best because Sherwin Williams advertises very extensively, but Sherwin Williams' advertising may not induce them to USE paint.

If advertising keeps on its present pace, our every act will be dictated by it. And those who do the dictating will reap the reward.

Japanese Market for Asbestos

The Kobe consular district offers a good market for Asbestos. As it is the industrial centre of Japan and as this mineral is not produced within the Empire, all that is used must be imported. During 1918 the value of the Asbestos imported into all Japan in lump, powder and fibre form was $803,405, and the quantity 10,572,933 pounds, and in 1917 the figures were $1,135,572 and 11,525,788 pounds. In addition, $199,485 worth, aggregating 581,946 pounds, was imported in other forms, including manufactured articles, during 1918, and in 1917 the value of that imported in other form was $122,977 or 915,606 pounds. Nearly 84% of the Asbestos imported in 1917 came from the United States.—*Reprint United States Commerce Report.*

A recent addition to the list of users of advertising space in ASBESTOS is the Dominion Asbestos and Rubber Company. The copy is tastefully prepared and will doubtless appeal to our readers.

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The Philadelphia New Method Moulding and Metals Corporation

Over on Market Street, west of Fifteenth, within one block of City Hall, Philadelphia, is a most interesting exhibit.

The entire front of what used to be a corner saloon is placarded with announcements, set forth in bright red, indicating the "discovery" of amphibole Asbestos.

Being interested in Asbestos, we entered and were accosted by a young fellow, holding tightly between his teeth the remains of what was once a cigar. He approached very courteously with a request that he be permitted to show us around.

Numerous placards, announcing the peculiarities of amphibole Asbestos, the uses to which it might be put, and listing a number of well-known corporations in which an initial investment of $100.00 has grown to enormous value, adorned the walls and partitions.

The claim is made that amphibole Asbestos, finely ground and mixed with some secret compound, results in a plastic material from which can be made moulds of permanent character. These moulds, presumably, can be used over and over again in foundries and for other casting purposes, whereas present moulds are seldom fit for use the second time.

This wonderful mixture can also be used for firebrick and for other high temperature purposes, the claim being made that it will withstand, indefinitely 3600° F. Another use being exploited is for the making of insulation materials for electric purposes. A high-tension current is employed to demonstrate that slate, glass, fibre, Asbestos cement composition, etc., all break down as insulators in the presence of considerable heat, whereas a piece of raw amphibole will withstand electrical currents of high voltage indefinitely. The demonstrator stated that the current employed was 66,000 volts. Some current!

The young man acting as guide, between each two explanations of a demonstration, expatiated upon the fact that the Philadelphia New Method Moulding and Metals Corporation offered a splendid opportunity for the investor.

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The Standard of Quality

Carey

ASBESTOS AND ASPHALT PRODUCTS

85% MAGNESIA

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

THE PHILIP CAREY COMPANY

Factories

Lockland, Ohio, and Plymouth Meeting, Pa.

General Offices

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

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It is capitalized at $1,000,000, and the purpose of this exhibition was to sell one-quarter million dollars' worth of stock. The stock has a par value of $1.00 and it is being sold at $2.00 per share. It was confidently stated that within a few weeks the price would be raised to $5.00 and probably go much higher.

It was suggested that the Harbison-Walker Refractories Company and possibly other companies engaged in the manufacture of refractory materials were in jeopardy because this new mixture of amphibole Asbestos would undoubtedly replace the products of some of these other refractories companies.

It was claimed that large areas of land in North Carolina, on Staten Island, N. Y., and in Maryland, richly supplied with amphibole, were owned or controlled, and that the supply of amphibole was inexhaustible.

We have no reason to criticize this demonstration. It will no doubt be interesting to many casual passers-by.

It is described here as a matter of interest to the readers of ASBESTOS, who, we hope and believe, are thoroughly familiar with the Asbestos business.

Asbestos Mining in China

Asbestos is mined in Szechwan Province of China, from where it is shipped to Chungking at a cost of 75 cents per 100 pounds. In the Shensi Province there is said to be a good mine, and also one near Paotingfu, but the transportation is very poor. Several Asbestos mines are located in the vicinity of Peking; the fibres are said to be very brittle and the product is used locally. Although Tientsin in recent years has developed an export trade in Asbestos prepared from the native product by a Chinese concern, China imports considerable quantities of Asbestos articles, such importations in 1918 being valued at $148,837.

The Canadian miners seem to appreciate the advertising value of ASBESTOS, we having received orders for advertising space from two miners recently. The ad of the Canadian Crude Asbestos and Fibre Corporation appeared for the first time in the February issue, and in this number will be found the advertisement of the Quebec Asbestos Corporation.

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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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Wildcat Asbestos Production

From dependable sources we learn that Get-Rich-Quick Wallingfords are turning attention to the Arizona Asbestos field.

Wyoming has been exploited on and off for years, and it is hard to tell how much money the gullible public has contributed to these unscrupulous promoters.

There has ever been a fascination about all mining operations, and during the past few years public attention has been highly excited by the fanciful tales of profits in Asbestos mining.

To be sure, huge profits have been earned by Canadian miners, but intending investors should seek knowledge of the long, hard years when these same Canadian properties earned nothing—in fact, were consistent losers.

It is true that some very good crude Asbestos has been found in Arizona. Some of these workings are proving quite productive.

It is also true that Asbestos has been found scattered all over the world, but only in a mighty few places has it been found of quality suitable for commercial use.

Every decent man in the Asbestos business owes it to the industry to protect the public wherever and whenever he can.

Writing about confidence games in the *Saturday Evening Post,* W. C. Crosby tells a good story of a so-called "Asbestos mine." He says:

"Worse yet, within six months a man set up the claim in the great and cynical city of New York that he had discovered Asbestos deposits on a large estate on Staten Island, which is part of New York City and only a fifteen-minute ferry ride from Wall Street. The truth was that on this property there were stratified rocks containing minute deposits of Asbestos—about enough to make the recovery of a dollar's worth of the material cost fifty. Yet this schemer formed a company and hawked his stock in New York.

"One Sunday afternoon the promoter was showing a group of about fifty stockholders over the property, pointing out big bowlders of limestone as solid chunks of Asbestos. Unhappily the owner of the estate had returned unexpectedly from the West. From his veranda he saw the numerous party prowling about in his cow pasture and

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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.

Published by AsbestosClaims.Law
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was naturally led to saunter over and discover what the sudden interest in his thistles might portend. The promoter assured him that these were the stockholders of a mining company who held an option on this land for the removal of the Asbestos. From whom had this option been had? From the owner, to be sure. And who was the owner? Mr. John V. Blank. Mr. Blank, who did not know whether to be amused or angry, asked the speculative gentleman if he had ever met Mr. Blank, and, being answered in the affirmative, asked his guest whether he noted any suspicional resemblance. The visiting stockholders withdrew. The next day Blank complained to the district attorney, who notified the promoter that his stock selling must cease. Word of it got into the newspapers. In spite of all this the promoter continued to sell this worthless stock and the public continued to buy it. The offices of the concern had to be raided, the doors padlocked and the promoter cast into jail before the public credulity caught its brakes."

Standardization of Asbestos Millboard

The Mellon Institute, in conducting experiments for the Asbestos Paper Manufacturers' Association, looking toward standardizing Asbestos millboard, has developed some highly important and valuable facts.

Samples of various millboards of different composition have been carefully analyzed and tested for strength, elasticity, fire resistance, etc. Then the raw materials of which these same boards were made were also analyzed, and their resistance to fire, acids, etc., carefully recorded.

All Asbestos contains H_2O, or water of crystallization. It was believed that certain varieties of Asbestos fibres begin to give off this water at lower temperatures than other varieties, and that there would be found a fairly direct relation between the behavior of the fibres and the behavior of the boards made therefrom.

Experiments so far conducted have tended to prove the theory, and it is expected that within a very short time manufacturers will produce to definite specification, dependent upon the use to which their product is to be put.

This work marks a most important development in the Asbestos business and will doubtless be welcomed by the consuming trades.

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ASBESTOS TEXTILE CO.

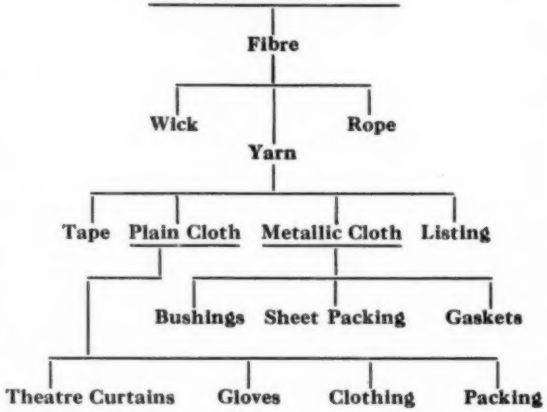
INCORPORATED

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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Signal Honor for George D. Crabbs

Cincinnati papers announce the appointment of Mr. George D. Crabbs as Director of the Federal Reserve Bank of Cleveland, Cincinnati Branch.

Mr. Crabbs is president of the Philip Carey Company and is personally well known to many of our readers. He was prominently identified with the Ohio Liberty Loan activities, is a director of the Lincoln National Bank and is recognized as one of the most important men in the mining and manufacture of Asbestos and roofing materials in this country.

Mr. Crabbs, in assuming the directorship, succeeds William Cooper Procter, president of Procter-Gamble Company.

We congratulate Mr. Crabbs, as well as the Federal Reserve Bank, it being difficult to determine which is the more advantaged.

South African Asbestos

By Oliver Bowles

The Assistant Director of the Geological Survey of South Africa reports that America is at present the principal buyer of South African "amosite." This type of fibre, which is commonly six inches in length, has aroused considerable interest among Asbestos manufacturers. Some of it is shipped as long fibre, but certain manufacturers prefer to have it cut into material of one-inch length. The purpose is evidently to adapt it to carding and spinning machinery now in use. It would seem that the superior products obtainable from the long fibre would justify any necessary modification in machinery for successful spinning of full-length fibre. It is to be expected that such modifications will be made as soon as manufacturers are satisfied of a ready market for amosite products, and are assured of an adequate and steady supply of raw fibre.

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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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Regarding production, it is reported that the Egnep and Amosa Syndicate mines are in good condition, and that large quantities of fibre are available. The attention of prospective purchasers is directed to the fact that Mr. Lundquist, United States Commissioner at Port Elizabeth, Cape of Good Hope, South Africa, has been supplied with complete commercial exhibits of amosite and crocidolite.
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Imports and Exports of Asbestos

Latest figures on imports and exports of Asbestos, covering the month of December, are very interesting. We give them in tabulation form:

Through port of New York.

Imports of Crude Asbestos.	Value.
402 tons from France	$204,412
232 tons from British South Africa	21,420

Material from France probably originated in French South Africa.

Imports Asbestos Manufactures.	
From Germany	$10
From England	32,480
Exports Asbestos Crudes.	
23 tons to Germany	$8,615
14 tons to Italy	19,700
4 tons to England	904
Exports Asbestos Manufactures.	
Scattered over various countries	$125,192

Principal destinations were Italy, Roumania, Cuba, Dutch East Indies, Australia, South America and British South Africa.

Foreign miners also realize the value of ASBESTOS as an advertising medium. Note the very unique ad of the African Base Metals Export Co., Ltd., appearing in this issue. The African Base Metals Export Co. saw a copy of ASBESTOS, and immediately wrote for space (their letter having been on its way since December), regardless of the fact that they did not know the advertising rate.

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Auto Exports for 1919

Three-fourths of the automobiles of the whole world are owned in the United States and nine-tenths were produced in our own manufacturing establishments according to recently compiled statistics of the National City Bank, New York. Figures show that the exports of automobiles and parts, including tires and engines, have in twenty years aggregated about $1,000,000,000. Last year (1919) surpassed all records.

The value of automobiles and parts exported in 1919 aggregated approximately $185,000,000 as against $140,000,000 in 1916, the former high record; $38,000,000 in 1914, all of which immediately preceded the war; $11,000,000 in 1910; $2,500,000 in 1905, and slightly less than $1,000,000 in 1902.

Today the world buys automobiles in the United States, France, etc. France formerly a very large manufacturer of automobiles is showing a remarkable appreciation of the American Commercial machine, the total number of commercial automobiles sent to that country in 1919 having been about thirty-six hundred, valued at more than $15,000,000. Great Britain, which took large numbers of commercial machines during the war period, is now apparently manufacturing them for herself, for the total value of commercial machines sent to that country has fallen from $20,000,000 in 1917, and nearly $7,000,000 in 1918, to only about $500,000 in 1919.

Sixty countries and colonies took American commercial machines in 1918 and the number of countries taking passenger machines was eighty. Iceland took in 1918 forty passenger machines at a value of $34,000, and one commercial machine, valued at $2,245.

The imports of automobiles into the United States, which have aggregated $31,000,000 since the first record, that of 1906, have declined from the highwater mark of $3,837,000 in 1910, to $524,709 in 1919.

Instead of the five-day week we need the 290-day year. Who will contrive to regulate our buying so that such a steady outflow of work will be attainable? If it could be done, it would perhaps increase the world's real earnings thirty to fifty per cent.

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News of General Interest

In solving the problem of increasing production and efficiency in their two plants, the Sanitary Company of America has issued insurance policies to all employees in their employ for six months. The amount of each policy is in proportion to the length of continuous service. Those in the employ of the company for more than six months and less than a year receive a five hundred dollar policy. Those employed one year, but less than two years, six hundred dollars, and from this time up to ten years of service the policies increase to a maximum of fifteen hundred dollars. The insurance is absolutely free to the employees, but terminates automatically, of course, if employees leave the Company.

The Turner Construction Company of New York, The General Electric Company and others have also worked out insurance protection to employees along similar lines.

Our attention has been called to the magazine, *The Central Banker*, published by The Chase Publishing Co., 11 S. LaSalle street, Chicago, Ill., in the interests of Federal Reserve District, No. 7. This, while primarily a banker's magazine, may prove of interest to our readers, because of the views given on financial and general conditions of the country.

Members desiring to know the value of real co-operation between employer and employee should get in touch with Dr. Arthur Mitten, secretary of the Co-operative Welfare Association of the Philadelphia Rapid Transit Company, or William F. Montgomery, secretary of the Employees' Conference Committee of the Midvale Steel and Ordnance Company.

British trade with Germany, from the armistice to the end of October, 1919, amounted to over £16,000,000 sterling in exports, and £217,000 sterling imports. The exports were two-thirds domestic British products, and one-third re-exports of foreign and colonial products.

Suit to recover nearly $1,000,000 paid under protest to the Government as munition manufacturer's tax, has been filed by the Westinghouse Electric & Manufacturing Company in the United States District Court at Pittsburgh. The company alleges taxes totaling $842,671 were wrongly assessed against it because it was doing the work for two other concerns and the British Government. The Washington Steel & Ordnance Company and the American Steel Foundries are the companies for which the work was done, according to the petition filed in the suit.

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Bell Asbestos Mines

THETFORD MINES
Quebec, Canada

OFFICES AT
Thetford Mines, P. Q., Canada
and
Ambler, Penna., U. S. A.

Miners and Shippers of

Asbestos

CRUDE AND FIBRE

BELL ASBESTOS MINES · THETFORD MINES · BELL

OWNERS

The Keasbey & Mattison Company

Ambler, Penna.
U. S. A.

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News of the Industry

I. L. Collins and John Lotz, Jr., have formed the Collins-Lotz Company, with offices at 26 Hartford Trust Building, Hartford, Conn., for the sale and application of heat and cold insulation materials of all kinds. Mr. Collins was formerly treasurer and manager of sales and contracts of Robert A. Keasbey Company, New York City. Mr. Lotz was for many years manager of the Hartford office of the Robert A. Keasbey Company.

Another ASBESTOS exists. Under the title *Asbestos*, Turner Bros. Asbestos Company, Rochdale, England, prints a very attractive monthly house organ. It is capably edited, printed and bound, and, we understand, has been well received by the many clients of Turner Brothers. Much of its space is devoted to labor considerations, it being evident that while we have troubles of our own, the English manufacturer has even more. An interchange of experience between the two *Asbestos* journals is expected to be helpful to both.

H. E. Rowell, former manager of the Philip Carey Company's Philadelphia office, and latterly assigned to the offices of the American Insulation Company (Philip Carey Company's agents), has resigned his position and associated himself with H. W. Cook, an old college friend.

Mr. Cook has, up to the first of this year, been acting manager of Carey's St. Louis office. The new combination of Messrs. Rowell and Cook will act as distributors for Carey products in St. Louis territory, with headquarters in St. Louis.

To fill the position vacated by H. E. Rowell, with the American Insulation Company, the Carey Company has appointed Mr. W. L. Cremers, former representative of the Carey Company, with their distributor at Louisville.

So heavy have been the demands for the September number of ASBESTOS that we have but a few reference copies in stock. If any of our readers have an extra copy or so which they do not need, we would much appreciate receiving it, as we can pass it on to persons desiring to keep a complete file of ASBESTOS from the first issue published.

If any of our readers know the location of the Mohawk Asbestos Company, we would appreciate being advised of it so that we may send them a copy of ASBESTOS and learn something of their product. We have been told they manufacture an Asbestos shingle.

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Consolidated Asbestos, Ltd.

MINES

THETFORD MINES, QUEBEC, CANADA
ROBERTSONVILLE, QUEBEC, CANADA

Miners of all Kinds
OF
ASBESTOS
CRUDE and
FIBRE

EXECUTIVE OFFICES

Dominion Express Building

Montreal, Canada

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Under credit arrangement authorized by the Canadian Government for trade with France, $1,250,000 of Asbestos roofing will be furnished by Canadian manufacturers. This law requires the seller to take three-eighths of the amount of sale in French bonds and the Canadian Government takes the remaining five-eighths, paying the seller the equivalent in cash. The sale referred to is of Asbestos shingles to be furnished by the Asbestos Manufacturing Company of Montreal, and the materials will be used in French reconstruction work.

M. Harris, Detroit, of The Windsor Asbestos Company, Coleraine, has given out contracts for the rebuilding of the mill which was burned in 1918, to P. Poudrier, contractor, Black Lake. H. H. Williams has been appointed manager of the business. The property is situated about three miles from Coleraine Station and has been idle ever since the fire, though some prospecting has been done with a core drill.

Tariff rates to Italy on Asbestos crudes and fibres are, according to the new schedule:

Asbestos crude, sand or refuse, 100 lbs	$1.20
Asbestos fibre, up to 70 ft., per ton	1.35
Asbestos fibre, over 70 ft., per ton	1.50
Asbestos powder	1.50

At the first of this year, Robert L. Clark, for some time a salesman connected with the Cleveland branch of the Keasbey & Mattison Company, resigned to enter the Asbestos business as a jobber. On January 28, his brother, George N. Clark, former manager of the Cleveland branch of Keasbey & Mattison Company, resigned, and we are informed has associated with his brother, R. L.

Good luck, Clarks!

A firm in Brussels, Belgium, desires to represent an American firm in the Asbestos line. If any of our readers are interested, we will be glad to supply full name and address.

J. A. Jacobs has purchased an Asbestos property, Range A, Lots 23 and 24, Township of Coleraine, situated between Thetford and Black Lake, about one and a half miles from railway siding. Developing on this tract was done some ten years ago, showing crude. Mr. Jacobs intends to sink a shaft at once and do some drilling, and if this shows up well he will erect a mill.

Fire visited the plant of the Federal mine at Robertsonville, owned by Consolidated Asbestos, Limited, doing some damage to the dryer and crusher buildings and rock bin. They expect to be running again by the time this issue goes to press.

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ELWOOD J. WILSON

Mining Engineer

76 CORTLANDT STREET
New York City

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
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We have been particularly interested in looking over a folder being published by the Philip Carey Company, entitled "Figure It Out for Yourself." The tables given in this booklet show clearly the savings effected by the use of various pipe coverings, and most of them are set forth in such manner that it doesn't take a trained engineer to understand them.

The National Magnesia Manufacturing Company of San Francisco, California, are mailing to their customers each month a very attractive calendar.

Deposits of Asbestos have been recently located in Spain, one in the Pyrenees and the other in the Cantabric region.

The very limited prospecting which has been done shows that the Asbestos is of a very good quality chrysotile and in some places veins of remarkable strength have been discovered.

J. M. Roviralta, of Barcelona, who gives us this information, is in position to put anyone interested in touch with the owners, and ASBESTOS will furnish the full name, address and other details concerning our correspondent to any inquirer.

Asbestos Corporation of Canada, Ltd., earnings:

Calendar Years—	1919	1918	1917
Net profit	$1,473,752	$1,177,179	$563,070
Interest	99,565	76,634	.....
Renewals, &c	224,691	197,490	159,280
Depreciation	190,554	104,396	.....
Bond interest	150,000	150,000	150,000
Dividends	530,000	190,000	160,000
Balance, surplus	$478,072	$611,927	$93,790

The profit and loss surplus as of December 31, 1919, aggregated $1,586,391.

A. K. Burgstresser, Superintendent of the Norristown Magnesia and Asbestos Company, has been quite ill. His indisposition results from overwork and an attack of influenza some eighteen months ago. He is reported to be recovering gradually and hopes to soon be back in active service.

Announcement is made by Receivers of the Baltimore Rfg. & Asb. Mfg. Company that by virtue of an order of the Court, passed on the 20th day of February, 1920, the plant and equipment will again be offered for sale on March 25th, 1920, at Asbestos, Carroll County, Maryland.

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QUALITY ASBESTOS USACO PACKINGS

United States Asbestos Company

General Office: Lancaster, Pa.
Mills at Manheim, Pa.

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

ASBESTOS USACO

Branches

New York **Boston**

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The Editor's Notes

Asbestos employs no solicitors for either advertising or subscriptions. Every day new subscriptions are entered, and the marked increase in the number of advertisers indicates an appreciation which is highly gratifying to the publishers.

One hundred per cent devotion to the interests of the Asbestos-Magnesia industry, plus 100% circulation in that field, is evidently just what the industry desires.

We shall continue to adhere closely to that policy.

Your publishers deliberated quite a long while about opening our advertising pages to those not directly engaged in the business of Asbestos.

Decision reached was that suppliers of machinery and other equipment and material were entitled to this privilege, and it is felt that these trade announcements may be helpful to the Asbestos industry.

Smith & Furbush Company are the first to avail themselves of the opportunity, this company's page announcement having appeared first in the January issue.

Franklin K. Lane, Secretary of the Department of Interior, and Robert Lansing, Secretary of State, have each resigned their positions. Who will be next?

The New York *Evening Sun*, on February 24th, quoted from remarks made by United States Senators anent the appointment of Bainbridge Colby to the office of Secretary of State. One of these comments read as follows:

> "Senator Watson, of Indiana, Republican, declined to comment on the appointment, saying that it would require Asbestos to record his thoughts."

Can any reader tell us what Senator Watson meant when he referred to Asbestos in this connection?

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EHRET MAGNESIA MFG. COMPANY

VALLEY FORGE, PA.

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

Dear Mr. Editor:

A letter from your secretary received this morning, reads, "your advertising copy must reach me not later than February 28," and it has given the writer quite a jolt.

Could you tell him why the friendly letters that reach you occasionally from Valley Forge, are called "advertising copy?" Perish the thought!

You know, as do the millions of other mortals who spend money for coal, that when you are given the opportunity (and without its costing you a cent) to release to your readers information that will permit them to buy, say five tons of coal, and secure from its burning a coal service that has usually been furnished them by eight tons of coal, such information is not advertising—it is philanthrophy.

Listen! If every man and woman who buys coal to procure heat or power, burns it under a heater or boiler that is not covered with 85% Magnesia, for every ton (2000 pounds) of coal they burn, but 1600 pounds is effective. That means there has been burned, if the heater or boiler is uncovered, 2000 pounds of coal and the efficiency of but 1600 pounds has been secured.

Again, in other words, *if* the heater or boiler under which the coal is burned, *was covered* with 85% Magnesia, the same service would follow the burning of *20,000* pounds (10 tons) as would follow the burning of *24,000* pounds (12 tons) of coal, if the heater or boiler was *not* covered with 85% Magnesia. Get that?

Well, that statement is not advertising, it is an educational fact, and the knowing it saves hundreds of dollars to all who buy coal to burn, provided they have their heaters or boilers covered with 85% Magnesia.

Do not refer to these letters as "advertising." They are written in the same spirit as Edison, or Westinghouse or Marconi writes to tell the people of *their* wonderfully helpful discoveries.

The man that discovered and made effective the God given properties of Magnesium Carbonate to prevent the escape of heat units *until after these units had done the work for which they were created almost doubled the economic value of coal*, and those of us who known this would sadly fail in our duties to mankind, should we not broadly and generously give wide publicity to this great truth. But, Mr. Editor, don't refer to it as "advertising" call it if you will, a staggering blow to "the high cost of living."

Yours respectfully,

EHRET MAGNESIA MFG. CO.

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Watch Them

HAVING had a thorough whipping on the field of death and gore, we may see the Germans skipping back to useful task and chore. Having dumped the old ambitions, having scrapped the Wilhelm dream, they get down to new conditions, and in trade they'd be supreme. While the other wrangling nations yap around and paw the air, back to old-time occupations go the Germans, everywhere. With a single earnest purpose they go back to forge and loom, while our foaming windsmiths chirp on songs of anarchy and doom. If we do not quit our yipping, making smoke and fur ascend, Germany, that got the whipping, will be the winner in the end. For she's heating up her boilers and she's speeding up her mills, and her brawny, husky toilers go to work, with loyal wills. While we rant around and clamor of our rights and of our wrongs Germany takes up the hammer and sounds forth the work-time gongs. Watch the Germans, see them germing, in their old efficient way, while we're squeaking, squabbling, squirming for a big advance in pay.

WALT MASON *in The Philadelphia Bulletin*

MARTINO-PFLIEGER
1214 ARCH ST., PHIL

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