ASBESTOS

Vol. 1 JUNE, 1920 No. 12



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



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

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High Pressure Piston Packings
Valve Stem Packing
Medium and Low Pressure Packings
Perfect Valve Rings
Flax Packings
High, Low and Medium Pressure Sheet Packings
Gaskets and Gasketing Material
Asbestos Wick and Rope

Asbestos Automobile Specialties

Brake Lining
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Clutch Facings
Asbestos Spark Plug Yarn

Asbestos Textiles

Cloth Yarn Cord
Carded Fibre
Braided Tubing

GENERAL ASBESTOS & RUBBER CO.

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Asbestos Products

Asbestos Paper
Asbestos Rollboard
Asbestos Millboard
Asbestos Cements
Asbestos Roofings
Asbestos Magnesia Pipe Coverings
Asbestos Air Cell Pipe Coverings

A pipe covering for every condition from the highest steam pressure to the coldest water line.

Norristown Magnesia and Asbestos Co.

Norristown -:- -:- Pennsylvania

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NEW YORK CITY

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ASBESTOS FIBRE MINING COMPANY
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Crudes Nos. 1 and 2. Spinning Fibres
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... ASBESTOS ...

A MONTHLY MARKET JOURNAL

Devoted to the Interests of Asbestos and Magnesia Industries

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Foreign Countries, $2.00 Per Year

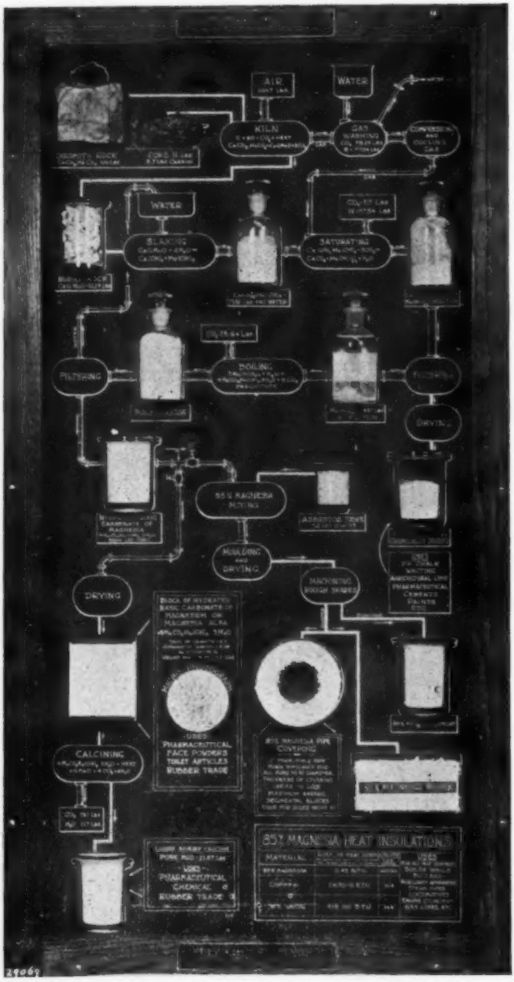
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The Exhibit supplied to the Engineering Departments of Twenty-Five large Colleges and Universities by the Magnesia Association of America. **(See Page 50)**

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N. F. Wood

An Asbestos Enthusiast

N. F. Wood, the writer of the article appearing on the following pages concerning Asbestos Packings, is personally known to many of our readers.

Mr. Wood was for many years active in the Asbestos Industry, and gave up his participation in it only because of ill health. He still retains his interest in the doings of the Industry, reads ASBESTOS religiously every month, and after some persuasion, consented to write the article on Asbestos Packings. We hope to have an opportunity to print other articles by him in future issues.

Mr. Wood is noted for his keen analysis of business conditions, and we are sure our readers will enjoy the thoro manner in which he treats his subjects.

Asbestos Packings

Their Wide Use—A Few Selling Points

BY N. F. WOOD

The term Asbestos Packing has been used in a general way and is intended to cover everything from boiler tube to condenser.

In a power plant the opportunities between these two terminals would permit the use of almost every kind of packing that could be devised:—rings for piston rods, expansion joints, air compressors, throttle valves, braided packing for small valves, sheet packing for flanges, gaskets for manhole and handhole plates, boiler tubes, and special shape gaskets for all kinds of apparatus using steam (such as receivers, heaters, separators, traps, tanks, etc.,) fastened together with flanges.

Asbestos Packings are the most technical production of the Asbestos Industry. They represent one of the few articles made by the Asbestos Manufacturer which is complete and ready for use, most of the Asbestos products in the textile branch of the Industry becoming a part of something else, and losing their identity in the finished

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article of which they become a part. On the Asbestos Manufacturer alone, therefore, must rest the responsibility for the performing of certain functions for which the Packings were designed.

The general field in which Asbestos Packings are distributed includes any part of the world—land or sea—where steam is used for power or other purposes, and buyers can be divided into two classes: those who make steam power machinery, equipment and apparatus, and those who use it.



High Pressure Braided Asbestos Packing
Plate by courtesy of Belmont Pkg. & Rub. Co.

The first division is a rather definite proposition, the demands of which are fixed by engineers and technical men. It is tangible, can be easily covered by salesmen and the Asbestos Manufacturer need only know the real merits of his goods and be able to tell whether or not they will meet the specifications created by the machinery builders.

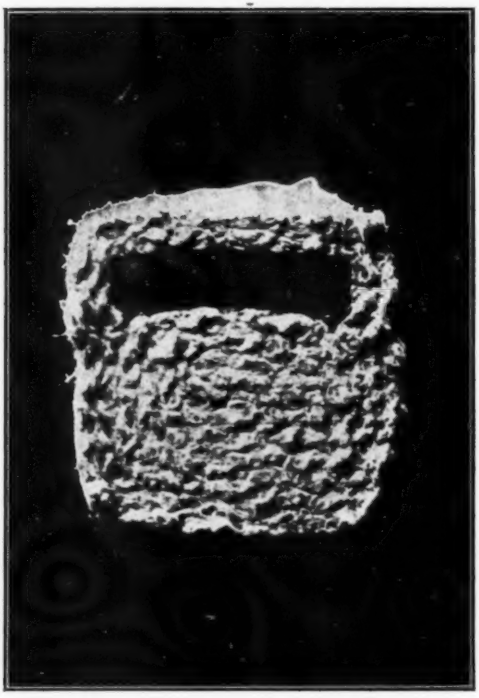
The second division of the field is different—much different. A salesman or packing manufacturer must be a diagnostician when he tackles the ills of machinery in operation and tries to cure them with packings.

It is probably safe to say that the original demands of the new machine have all changed by use, with the exception of the general, and only good one,—that "she be made tight and hold" against pressure.

There are almost as many ideas on the subject of efficient packing design as there are engineers, and if the manufacturers tried to meet these with "specials" there would be an endless amount of dead stock. Instead of doing this, they have sifted them down to a few standards

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which are effective, so that the question of design is simplified by experience and the question of construction and quality is emphasized by the same medium. You see, the design of packings is the business of one set of men and



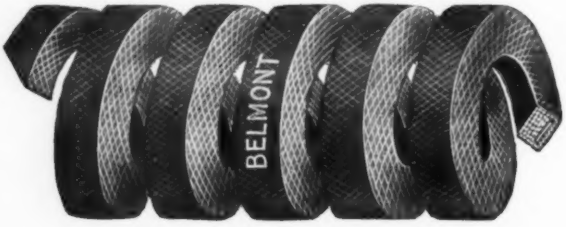
Standard Construction Rolled Block Packing.
Plate by courtesy of U. S. Asbestos Co.

the manufacture of the packings is in the hands of another set.

The Manufacturer of Asbestos Packing starts out with an article which has two qualities unequalled in anything else made for the purpose. This article is the fabric, Asbestos Cloth, and its two out-standing qualifications are

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its ability to withstand the highest temperatures of superheated steam, and its high insulating qualities which protect the rubber cores and compounds against the effects of those high temperatures and against attacks of acids, oils, greases, etc., with which the packing comes in contact. And in Asbestos Cloth these qualities are permanent.



High Pressure Folded Asbestos Packing
Plate by courtesy of Belmont Pkg. & Rubber Co.

For this reason the Asbestos Manufacturer should make every effort to uphold the standard of the Asbestos Yarn, Cloth and Textiles which he uses in the manufacture of his packings, and should refuse to make for Packing Manufacturers Asbestos Textiles which will not give as good results as those he uses in his own branded goods.

Having adopted this policy, great care must be taken in the selection of other materials. Rubber cores and cushions that will not vulcanize and harden when placed in service, and thus cease to perform their function of keeping space tight; rubber cement that will not crack and allow water, steam or oil to get into the fabric; rubber friction that will keep soft and pliable and permit the putting back of certain kinds of packing.

As the measurement of spaces to be packed are taken in 64ths, accuracy in dimension and shape of packings is important, and the assembly of yarn, cloth, cement and friction must be so handled that the finished article can be fitted without jamming or forcing. In fact, packings should be what is termed "finger tight" when new, and then taken up with a wrench after they are formed to space.

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FRANKLIN
FUEL SAVING
PRODUCTS

Coal Prices have just taken another jump of $1.50 and more per ton. Thoughtful students of economics tell us that there is no likelihood of reductions, and that the overall tendency is indefinitely upward.

The wisdom of the use of high grade heat insulations on boilers and pipes is further emphasized and the savings due to their application made even greater.

Proper thicknesses of insulation to use are also increased. For example, if with $3.00 coal the economic thickness of locomotive lagging is 2 inches, with coal at $4.50 the lagging should be 2½ inches thick.

With coal at $5.00 delivered, the proper thickness of 85% Magnesia Pipe Covering for 125 lb. steam is 1½ inch up to 3 inch Pipe, and Double Standard for larger sizes.

The Franklin Mfg. Company

FRANKLIN, PA.

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Rough handling in the installation of Asbestos Packings can easily account for some of their failures and is a form of abuse almost as bad as carelessness in taking out packing which could be used again if carefully handled.

We find that Asbestos Packings have a wide field of competition. The opportunities for their use have been met with all kinds of packing material made for use under the same conditions as Asbestos, and in some cases the degree of workmanship in fittings, flanges, and valves, has been brought to such a degree of perfection in accuracy and design as to require no packing at all. Asbestos High Pressure Packings, selling on their past performances, branded trademarks and quality designed for certain classes of work, cannot be supplanted by anything else at equal price, efficiency and service, due to the fact that, where extreme high pressure and superheated steam are encountered, the two inherent qualities mentioned earlier in this article—heat resistance and insulation—cannot be duplicated in any other kind of fabric.

Salesmen who intend to make a specialty of selling Asbestos Steam Packings should develop the habit of analysis, learning how both their own and competitors' goods are made. They will find it very easy then to tell why certain things which look alike are not always the same, and what has been done in construction to reduce costs and yet not change appearance. Remember that construction commences with the selection and mixing of fibres.

Asbestos Packings which are only copies of standard goods cause failures or breakdowns in service and these give Asbestos Packings, as a class, a bad reputation and make it difficult for the Asbestos Industry to secure its just share of the packing business. This, of course, throws some of the responsibility on the buyer or consumer, and obligates him to conduct competition on a fair basis, and be certain that his purchases are "just as good and just as cheap," before telling the salesman so.

Replacements today are more expensive than ever, due to extremely high labor rates, and service charts of packings together with laboratory tests, will do much to help the buyer and consumer find out whether he is getting value and whether substitutes are doing their duty as well as the best Asbestos Packings.

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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

SPINNING FIBRES
OF
Highest Grade

Edward H. Garcin & Co. Inc.
1821 Broadway
NEW YORK

BRANCH
MERCER STREET
Long Acre, W. C. 2
LONDON

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Makers, sellers and users should realize that failures due to poor construction or use under improper conditions, do more to retard the development of this branch of the Industry than competition from other industries, and no reductions of standard quality or standard construction should be considered justified as a means of reducing prices.

Only the high spots of this very interesting subject have been touched, but it is hoped that the discussion will create a greater interest in Asbestos Packings in general and emphasize the fact that Asbestos High Pressure Packings properly constructed, are the best for the various purposes for which they are made.

Education of salesmen, trade and consumer to the point where they can all talk understandingly to each other on this subject will automatically eliminate the cheaper productions that are masquerading under the name of Asbestos, and thus making more difficult a field already full of complications.

Asbestos Shipped by Barge

What is probably the first thru shipment of Asbestos from Canada to New York by water, left Quebec on May 20th.

A barge carrying 200 tons traveled via Lake Champlain direct to New York Harbor.

The local freight rate from Thetford to Quebec being $3.40 per ton and the barge rate being $7.00 per ton, gives a combined rate of $10.40, not at all bad by comparison.

Of course, since Philadelphia is the actual manufacturing center of the idustry, plants in the Philadelphia District would have an added local freight from New York to plant destination.

We understand that ample barge accommodations may be had, and doubtless shippers will readily avail themselves of this opportunity to secure relief from the difficulties attending rail transportation.

"Asbestos as Clothing" is a short but interesting article which will appear in the July number. It will be illustrated by a photograph of a man in full Asbestos uniform.

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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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Market Conditions

CRUDES AND FIBRES:

Production of crudes is far below normal for the period from January 1st, to June 1st. Weather, labor shortage, inefficiency and lean rock combine to thwart the miner in his eager effort to produce.

A very satisfying quantity of fibres are coming from the mine mills but from there the move is to warehouse because of freight congestion, and car shortage. Naturally, the miners are shipping in the few available cars only crudes and fibres of greatest value. As a result there is now a very acute shortage of short stuffs such as are used to make cement, paper, millboard, paints, composition floors and the like.

The general opinion in Canada is that there can be little improvement in the car situation for some months. Until cars are freely supplied short fibres will be at a premium in the States.

MAGNESIA:

Demand for powdered carbonate continues heavy and the factories are well booked with orders. Powder is being consumed in ever increasing quantities in the rubber trade and in several other important industries so that the future looks especially good.

In the case of pipe and boiler magnesia, the business is seriously suffering at the hands of Architects and Engineers who permit the clamoring of their clients for lower costs, to stultify themselves by specifying the very cheapest and most inefficient coverings.

Cork, sponge-felt, magnesia—all the proven better coverings are being scratched by the Architect and lower first cost coverings substituted.

Of course, the average owner of big buildings has about as much notion of the relative value of pipe coverings as a horse knows about eating with a spoon. Hence when the Engineer or Architect starts to cut, and cuts out good covering, the owner doesn't know nor care that the dollar he saves today will cost him an additional two or three more each and every year—a fairly stiff rate of interest on his saving.

There is unquestionably a place for low grade, low

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cost coverings and it is a crying shame that the makers of all the different types and qualities of coverings do not get together and decide arbitrarily for the Engineer and Architect just what grade and type is *best* suited for each condition of service.

ASBESTOS TEXTILES:

Conditions in this portion of the Industry remain about the same, demand being fairly brisk. The mills are caring for the business with reasonable promptness, and will be able to do better as soon as the car situation permits of an easier flow of raw material from the mines.

ASBESTOS PAPER AND MILL BOARD:

Demands of the trade for asbestos paper continue increasingly strong and the price has been advancing in consequence. The mills are hampered because of delays in getting raw materials and unfilled orders are piling up. Embargoes on out bound shipments have not simplified things.

The millboard business is good but suffers from the same disease—lack of regular arrivals of fibres from the mines.

AIR CELL COVERING:

Demand runs strong. Dozens, hundreds, thousands of jobs of covering are being done with air-cell of inadequate thickness, to save a few dollars for a "cut the cost" owner who ought to be *made* to put on a covering which is reasonably suited to his plant conditions. Air-cell covering is a mighty efficient article when of proper thickness and rightly made, but two ply air-cell applied to high temperature heating systems is a plain crime.

SHINGLES:

Factories report excellent business and in view of the increasing cost of asphalt, wood, tiles and other roofing materials, the asbestos shingle should reap a harvest.

Of course, costs of producing asbestos shingles have gone up but the price to the consumer has not increased in proportion to other roof coverings.

CONCLUSION:

The asbestos industry is in first class shape and is bound to remain so, as long as the automobile and general

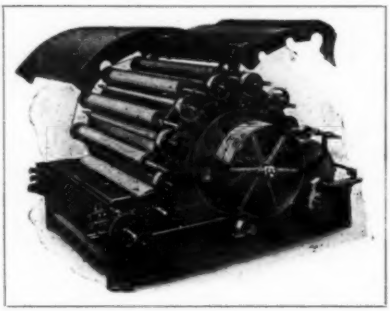
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When you require

Asbestos Machinery

you should think of

"SMITH & FURBUSH"



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

Circulars and further particulars on request.

SMITH & FURBUSH MACHINE CO.

Philadelphia **Penna.**

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building businesses keep going at their present pace.

It is preeminently a time for all in the industry to study closely the fundamental conditions in the basic industries and set sail accordingly.

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.

Those interested in the registration of trade marks under the New Pan-American Treaty, recently adopted, will find expert service on this matter by consulting Mida's Trade Mark Bureau, Rand McNally Building, Chicago, Ill., or Titian W. Johnson & Dempster M. Smith, 210 McGill Building, Washington, D. C.

What purposes does Asbestos serve when used in paint? Mr. G. B. Heckel, Secretary of the Paint Manufacturers' Association of the United States will answer this question in a most interesting article to be published in the July issue.

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Sal-Mo PRODUCTS

Quality *Service*

SAL-MO PRODUCTS

Asbestos

Paper
Millboard
Pipe Covering
and
Cements

SALL MOUNTAIN CO.

General Offices
305-315 South LaSalle Street
Chicago

Eastern Office and Factory
Scranton, Pa.

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

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George D. Crabbs

A Brief Sketch

George Dent Crabbs is the third son of David and Mary Dent Crabbs. David Crabbs emigrated from Switzerland to America in 1850, at first settling in Richland County, Ohio, then later moving to Decatur, Indiana, where he married Mary Louise Dent, the daughter of George A. Dent, of Yorkshire, England.

George D. Crabbs was born at Decatur, Indiana, January 22nd, 1875 and five years later, with his parents, moved to Cincinnati.

At the age of seventeen his school days being over he entered the employ of Philip Carey, then engaged in manufacturing roofing in a small building, twenty-five feet by one hundred and fifty feet, on Gilbert avenue in Cincinnati. The daily output of this plant was small and Mr. Carey personally supervised the manufacture, sold the goods, and saw a large part of them applied. The force employed comprised about one dozen men. It was in this plant also that Philip Carey began the manufacture of pipe coverings. The little plant was destroyed by fire in the fall of 1894 and soon after a tract of land at Lockland, Ohio, ten miles north of Cincinnati, was purchased where the first buildings, of what is now a splendid collection of factories occupying forty acres, were erected.

In 1896, soon after locating at Lockland, Mr. Carey died. Mr. Crabbs succeeded him as president and general manager of The Philip Carey Mfg. Company, and under his direction the expansion of the business which began with the removal to Lockland steadily continued.

Mr. Crabbs realizing that the old molded plaster insulation was becoming obsolete, early took an active interest in magnesia as the ideal insulator and was elected, and has been for many years President of the American Magnesia & Covering Company, whose large plant for the manufacture of 85% magnesia insulation products is located at Plymouth Meeting, Pa., some twenty miles from Philadelphia.

Appreciation of the value of the sources of raw ma-

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George Dent Crabbs, President, Philip Carey Company, Cincinnati, O.

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Blue Asbestos Crude

(Fiberized)

To make better Brake Lining Yarn use Blue Asbestos.

By our Fiberizing Process you obtain all long fibre, eliminating any loss in preparation.

ASBESTOS LIMITED

8 West 40th Street

NEW YORK CITY

Associated with
The Cape Asbestos Co., Ltd.,
London, England. Mines, Griqualand, South Africa

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terial led Mr. Crabbs to take interest also in the production of asbestos, and he became, and is, President of the Quebec Asbestos Corporation, whose mines and mills are located at East Broughton, Province of Quebec, Canada.

The Philip Carey Mfg. Company and allied companies with upward of three thousand employees, today, due to the energy, perseverance and guiding executive ability of Mr. Crabbs, form one of the greatest industries of the kind in the world.

Mr. Crabbs is also identified with various other business institutions. He is a Director of the Cincinnati Branch of the United States Federal Reserve Bank, Director of The Lincoln National Bank of Cincinnati, and also Director of the Chamber of Commerce of Cincinnati. With all his responsibilities Mr. Crabbs has, however, found time to give his efforts liberally to civic, charitable and other public-spirited causes. During the War he with notable success handled an important section of Cincinnati for the Liberty Loans, and also acted as a member of the Executive Committee in charge of this patriotic work. Recently as Chairman of the Cincinnati Community Chest he directed the work of some three thousand persons who succeeded in raising more than $2,000,000 for the support of some seventy charitable and Social service agencies.

Those who know George Dent Crabbs are unanimous that his remarkable success is due not only to a most magnetic personality, but, to quote one of his favorite sayings, he "never found a substitute for work."

Offerings of Surplus Materials

We list below offers of surplus materials, and will negotiate between buyer and seller, confidentially, and without charge to either, except for actual out of pocket expense.

Lot No. 1.

34 tons King's 2-B Fibre

This material is in the States and is offered subject to prior sale.

Lot No. 2.

10 tons Fibre about equal to Johnson's 1-A

This material is in the States and is offered subject to prior sale.

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Dominion Distribution
of Asbestos Products and Mechanical Rubber Goods

Covers the

Industrial, Marine, Mill, Railroad, Mine, Automobile Trades

throughout the United States and every country in the civilized world.

••

Dominion Asbestos and Rubber Corporation

154 Nassau Street, New York

Albany	Indianapolis	Richmond
Baltimore	Los Angeles	San Francisco
Cincinnati	Norfolk	Seattle
Detroit	Philadelphia	St. Louis
	Pittsburgh	

The Hague, Holland

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Development in Arizona

A most interesting letter has just been received from a gentleman in Arizona interested in the Arizona Asbestos Industry.

This gentleman expresses interest in our publication but says that he feels some further attention should be given to the Arizona field. We fully agree with him, and the only reason ASBESTOS has not given more space to Arizona Asbestos is its inability to obtain information from that quarter. We are indebted to our correspondent for information concerning two properties in Arizona.

ARIZONA ASBESTOS ASSOCIATION

This corporation has been operating for three or four years, developing and producing. About 60 carloads of Asbestos have been mined and shipped to New York City market. Production at this time is estimated to be four to five tons per day. The Mine is located at Chrysotile, Ariz., about forty-five miles from the railway and about sixty-five miles from Globe, Ariz. Development has proceeded 800 feet from the portal of the openings. This property is also known as the Ash Creek Mine.

AMERICAN ORES AND ASBESTOS, INC.

This property is located in the Sierra Ancha Mountains, about fifty miles from Globe. Asbestos is being produced at this mine at the rate of about 5 tons per day, and is being shipped to Bridgeport, Conn. The shipment is made by three ton trucks over a good road to Globe. Development has proceeded about 400 feet from portal and up-to-date mining machinery is responsible for efficient production and handling.

Our correspondent tells us that labor rates in the Arizona Asbestos Mines to-day are based on the rates paid by the copper mines, being $5.65 per day for miners. All the work is underground. At the present, shipments cannot be made due to car shortage and congestion in the eastern terminals.

About 200 additional claims have been located within the last few years, and since the Arizona fibres are very desirable for certain uses it may be expected that the development of the Industry in Arizona will proceed rapidly,

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to the benefit of humanity at large.

Dr. J. S. Diller of the U. S. Geological Survey, has just spent some six weeks in the Arizona District, but about the first of May was taken quite ill and is now confined in the Miami Inspiration Hospital at Miami, Ariz. Mr. Frank W. Stone has taken up Dr. Diller's work since his illness, and will carry it forward until Dr. Diller is fully recovered.

The above information is supplied to us in good faith and we would welcome additional data from other Asbestos fields to the end that this publication may be in a position to properly cover the entire industry.

Austria in Need

Bernard Marcuse, now in Austria, writes his partner, W. R. Leventritt, that the conditions in Austria are beyond description.

He says that there is no middle class left in Austria, there being but the class of extremely wealthy people who made money during the war, and the extremely poor people who are unable to provide food for themselves or family, to say nothing about clothing.

The Asbestos & Mineral Corporation has suggested that the American Asbestos Industry create a fund to be used for the purchase of food drafts on the American Relief Station in Vienna.

It is proposed that three of the largest Austrian Asbestos concerns constitute themselves a Committee to distribute these food drafts among the needy poor in the Asbestos Industry.

The Asbestos & Mineral Corporation have volunteered to liberally head this fund, and manufacturers and miners will doubtless be approached by them to support the project.

Any reader of ASBESTOS desiring to contribute to this worthy purpose may do so by addressing the Asbestos & Mineral Corporation, 17 Battery Place, New York, or the Editor of ASBESTOS.

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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,

Headquarters

YARNS, CLOTH, TAPES, FIBRES, BRAKE LI

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THE BRAND OF SUPERIOR QUALITY

N ASBESTOS
MPANY

&

ufacturers of

os Textiles

WN, PA., U. S. A.

adquatters for

BRAKE LININGS AND TEXTILES GENERALLY

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ASBESTOS MINES LIMITED

Head Office

JACOBS BUILDING

282 St. Catherine St. West, Montreal, Que.

Canada.

MINING ALL GRADES OF ASBESTOS FIBRE

Mines located at East Broughton, Que.

J. A. JACOBS, *President and Managing-Director*

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A Little Journey to Canada

The week of May 17th will be long remembered by the Editor since it afforded him an opportunity to meet nearly all the Canadian Producers of Asbestos under most favorable conditions.

Mr. Ross and Mr. Doucet of the Asbestos Corporation, Sir John Carson of Consolidated Asbestos Limited, Mr. Jacob A. Jacobs, of Asbestos Mines, Limited, and Mr. Spear of the Asbestos Manufacturing Company of Lachine, all were most courteous while in Montreal.

These gentlemen confirmed previously formed ideas and then we wandered on to Thetford Mines. En route we came across Mr. G. D. Crabbs on his way to visit his mining properties at East Broughton.

Arriving at Thetford we successively, repeatedly and to some extent, successfully, met the various Corporate and Mine Officials, to wit: Messrs. McCallum, Triganne, Sharpe, all of Asbestos Corporation; Messrs. Geo. R. and O. C. Smith of Bell's; Mr. Fisher of Consolidated; Mr. Bennett of Bennett-Martin; Mr. Wiser of Maple Leaf; and many others in and out of asbestos interest.

We tramped miles of underground workings, thru tunnels, pits, mills and warehouses.

Undoubtedly the Asbestos is there, lots of it.

It would help the whole situation, however, if the readers of ASBESTOS and all others interested could personally see what a tremendous effort is required to claim the Asbestos from the rock.

Patience, courage, real "guts," must be had in lavish abundance by any miner who hopes to be successful.

We have often remarked about the severe conditions of winter and we saw clear evidence of those of last winter in snowclad mountain peaks and huge lumps of ice in the underground workings, and that on May twentieth.

Hard rock mining and quarrying is the only known means of producing Asbestos in Canada. It is said that in South Africa the farmers collect Asbestos from the fields, trading it in to their grocers who in turn send it in to seaport collecting points. Nothing like that in Canada.

Air drills, dynamite, human hands, tremendous travel-

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Pipe and Boiler Covering Up to Date

The New Magnesia Association Specification A. A.

With the fuel market all "shot to pieces" you certainly need this newly revised Specification for the most scientific application of "85% Magnesia" Pipe and Boiler Covering.

Why a new edition of this well known Specification?

Because Scientific Research never stops its service. The Magnesia Association, through the Mellon Institute of Industrial Research and its own engineers, have further developed the Standard Specification which they issued three years ago.

The only differences are more definite instructions for correct application, together with revised tables and curves, for lessening labor and cutting down your fuel bills.

Here is a brief Synopsis of the information it contains:

Abridged Specification
Thickness of Covering
Coverings for
Steam and Hot water piping
Boilers
Exhaust
Breechings
Valves and fittings
Etc.

Tables and Charts of correct thickness of covering for all conditions of coal cost and steam pressures.

There is no change whatever in the "85% Magnesia" Covering itself because the product is already perfected. But finer improvements in its use and application, add to its working efficiency.

So if you have not already received a copy, write for one today.



MAGNESIA ASSOCIATION *of* AMERICA

721 Bulletin Bldg., Philadelphia, Penna.

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

George D. Crabbs	**The Philip Carney 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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ing hoists, locomotives, crushers, blowers, all participate in the struggle to separate the Asbestos fibres from the useless rock.

The Asbestos Miner employs diamond drills to "prospect" or bore for pay signs, but, having located what looks promising, he must remove thousands of tons of "overburden" or native earth and rock before he can be quite certain that his diamond drilling told the entire truth.

One of the Thetford mines has been running in very lean rock for some months and has just let a large contract for the removal of a tremendous quantity of overburden in order to get at more productive rock.

Another Thetford Mine is located in a narrow strip of land between two other claims and the open pit work has gone down to a point where it is no longer safe to dig deeper because of the danger from rock slides. This mine has opened shafts and laid out, hundreds of feet underground, a system of drifts, galleries, glory holes and other workings common to general hard rock mining operations. Some beautiful deposits have been disclosed and these will doubtless help the cause at an early date.

We have, hitherto, called attention to the fact that in producing Asbestos, millions of tons of rock must be moved to obtain one hundred thousand tons of Asbestos. Of this 100,000 tons of Asbestos but 3,000 will be crude.

The more one studies the situation, the more it is realized how extremely great are the hazards taken by the investors in these properties.

Most pressing among the miner's present difficulties is the acute shortage of cars. The district needs from 600 to 800 cars per month and, owing to regulations now in force, is getting less than one-fourth of its needs.

Asbestos should be shipped in box cars. It is now going out in open coal cars, cattle cars, anything that will carry it, but even with these makeshifts, warehouses are filling, even tho the stuff is all sold and badly needed by the buyers.

We are deeply indebted to all the gentlemen who so courteously placed at our disposal the opportunity to become fully informed about the situation.

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Magnesia Association of America Offers Both a Service and a Commodity

When the National Cash Register people set out to market their machines, they did so by selling business men a service as well as a machine. No less important in the mind of the purchaser was the idea of protecting the business against loss by unscrupulous employes, than was the matter of having a convenient and efficient cash drawer. A system whereby each sale was visibly registered to customer and employer, furnished the latent value of the machine. The thief of the cash drawer was trapped at the end of each day's sales as openly and effectively as he could have been by a professional checker on guard for all cash shortages.

How similar the designs of the Magnesia Association of America. Not only do the members furnish a reliable instrumentality of conserving heat losses by arresting the thief of your coal, but thru the agency of the Mellon Institute of Industrial Research, its members provide a service whereby the problems of the engineer and the public may be solved professionally and disinterestedly, without expense to the purchaser.

The work of the Mellon Institute of Industrial Research offers an open book of the heat losses from bare pipe surfaces, and computes these losses in terms of B. T. U's as well as dollars and cents. This group of manufacturers offers a means of determining the relative results of covering, at the same time furnishing the most efficient heat insulation available for low and high pressure steam pipes and boilers.

The depreciation of 85% Magnesia is zero, experience and expert scientific deductions having proved that this form of heat insulation is as efficient after years of service, as when first applied. Properly installed, a few years service charges off the original cost of installation, and future years show a higher per cent dividend return on your investment than you can find in most investments.

Purchasers are unavoidably required to choose some

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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

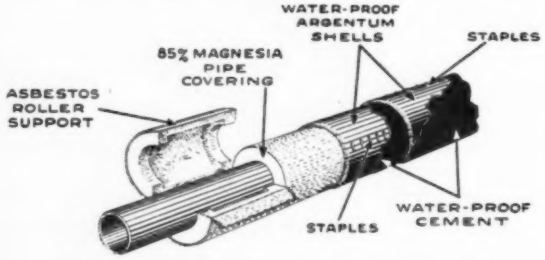
Room 1010 #8-10 Bridge Street

New York City - New York

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Carey SYSTEM

Underground Covering



The only system with an elastic, non-breakable, permanent waterproofing, which completely incloses not only the insulating material, 85% Magnesia, but the expansion rollers as well. Simplicity of construction means Quick, Easy Application.

Write for Details

EVERY USER A BOOSTER

THE PHILIP CAREY COMPANY

Wayne Avenue, Lockland

Cincinnati, - Ohio

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form of covering in solving their heat insulation problems. The Association maintains for public council expert advisers to whom they are glad to submit your inquiries concerning relative heat insulation efficiencies whether for house, industrial plant or other building construction.

How to Handle the Universal 'Kick'

By Roy Griffith

Your sales talk is not a monologue. Your prospective customer is going to do part of the talking. You must spend some time in advance thinking about what he is going to say. Abraham Lincoln once said, "When I am getting ready for an argument with a man I spend one-third of my time thinking about what I am going to say; the other two-thirds I spend thinking about what HE is going to say." That's a pretty safe rule for salesmen to follow.

It is a fairly safe bet that your prospect is going to make some objections before the sale is finally closed. It is also a pretty safe bet that he is going to "kick" about the price. It is up to you to overcome this practically universal "kick." You must spend some time thinking about it.

Price objections can be divided into three classes. First, those which are not offered by customers from the point of view of value, but because the price is really higher than they can afford to pay. Second, those which are made solely for the purpose of argument and without any real sincerity. Third, those which are made because the customer really believes that the price is too high for the goods shown.

Objections of the first class can only be met by showing a cheaper grade of goods. All the persuasive sales arguments in the world are worthless if the prospect hasn't the money. You must use your own judgment, of course. As a rule, the prospect will show by his conversation or manner whether he is really unable to pay for the higher priced merchandise.

It is well to remember, however, that when it comes to money matters most people are very proud. When your prospect tells you point blank that he is "too poor to buy," you should take the statement with a grain of salt. If he

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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 Office

THETFORD MINES
Quebec, Canada

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really WAS too poor he would not be likely to admit that fact to you. It is the prospect who has the money and CAN buy who makes most frequent use of this excuse.

The second and third classes of price objections are, in reality, nothing more than excuses. They should be so considered. Both are handled in practically the same way. Treat an insincere objection with the same diplomacy and tact which you would bestow on one which was sincere.

As a matter of sober fact, prices seldom are too high. The desire to make sales and the presence of competition in every line have a tendency to make prices too low, if anything. When one firm quotes a higher price than that quoted by a competitor on goods of apparently equal quality, there is usually a reason for it. No firm is going to knowingly give a competitor an advantage.

As far as comparative prices are concerned, quality goods will always demand quality prices. In a little volume on salesmanship called "Pete Crowther, Salesman," this statement is made:

"When you buy something cheap, you feel good while you are paying for it and then feel rotten every time you use it. When you buy a really first class article, you may feel rotten while you are paying for it but you feel good every time you use it."

Here are a few suggestions which you may be able to use in overcoming price objections. You can weave some of the ideas into your sales talk with good effect:

"Saving money does not consist in not buying anything at all but in buying that which will give you the most value for the money spent. This is not an expense

FibreShipped Immediately

Carloads and Less

Ask for samples and prices

Cements, Blocks, Moulded Covering, etc.

JOHN A. HOVEY

Germantown, Pa.

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but an investment. Naturally, an investment means a little more money put in. Anything which saves money always seems expensive when we first consider it. It isn't a question of whether you can afford to buy but whether you can afford NOT to buy. It is only wealthy people who can afford to buy things which do not last and do not give service."—*The World Retailer.*

Imports and Exports of Asbestos

Imports of Crude Asbestos during the month of March were as follows:

England	$ 7,877	60 tons
Japan	30,000	89 tons
Br. South Africa	48,815	143 tons
Portuguese Africa	35,963	67 tons
	$122,655	359 tons

That 89 tons imported from Japan looks rather improbable but upon special inquiry the Collector of Customs at New York assures us that it is correct and even gives us the name of the steamer—(Takima Maru) on which it came.

Manufactured Asbestos during March was received from Germany, $1,956 worth; Italy, $1,131; Switzerland, $4,442; England, $30,903, or a total of $38,412.

Exportations of Manufactured Asbestos Products totalled $190,372, of which $43,426 went to Mexico, $7,472 to France, $10,239 to England, $5,196 to Japan, $14,908 to Cuba, $46,076 to South America, while the rest was scattered all over the world in small quantities.

An interesting tabulation has just been supplied us by the U. S. Department of Commerce as to importations of Asbestos and manufactures thereof for the year 1919. It is as follows:

	Quantity	*Value*
Unmanufactured	120,777 tons	$7,379,685
Manufactured		
Yarn, composed wholly, etc., of Asbestos		138,551
Woven fabrics, composed wholly, etc., of Asbestos		69,565

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THE ORIGINATORS *and*
LARGEST MANUFACTURERS *of*

85% Magnesia
Sectional Coverings

Asbestos
Textiles, Paper
Millboards, etc.



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



Keasbey & Mattison Company
AMBLER, PENNA.

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ASBESTOS TEXTILE CO.

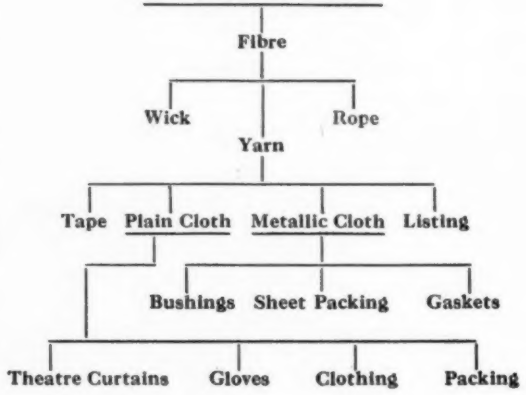
INCORPORATED

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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Freight Classification of Asbestos Textiles

A subject of considerable importance to the manufacturers of Asbestos Textiles, Packings, Brake Linings and the like, is the matter of freight classifications.

Compared with most other commodities the losses to the railroads from claims arising out of theft, fire or water injury, or other loss in transit, are insignificant.

Notwithstanding the extremely low rate of loss to the railroads, we find Asbestos Textiles, Packings, etc., classed in first, second and third, dependent, apparently, upon the whim of some Classification Committee or other, which may or may not have made a thoro study of the subject.

As between Asbestos Cloth, Asbestos Packing, Asbestos Brake Lining and Asbestos Yarn, it is mighty hard to see why there should be one class for one of these articles and another for some different article. They are all remarkably free from loss in transit, are good shippers, seldom if ever being damaged in transit and while the total tonnage is not especially high, that fact should not consign the products to the very highest class rate.

It would seem that the Asbestos Textile Manufacturers could very profitably give collective attention to this matter, since quite a lot of these goods are sold f. o. b. destination and the amount of the freight paid by the shipper over and beyond what he rightfully should pay under proper classification, is doubtless of considerable amount.

Paul Hammerich

Inspector of Asbestos, Crude and Fibre. Reports on Asbestos Mine sand Mills.

THETFORD MINES - QUEBEC, CANADA

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One Remedy for the H. C. of L.

The U. S. Tariff Commission, after investigation says the price of cloth to the ultimate buyer is about 98% higher than the price charged originally by the manufacturer. Later, the Federal Trade Commission demonstrated that shoes cost the consumer 80% above manufacturer's price.

And so it is with most commodities. The distribution costs, including broker, wholesaler, jobber, etc., are a very large part of the total price paid.

"Usually all our price discussions and high-cost-of-living agitations turn against big business and seek a remedy by attacking an oil trust, a beef trust, a steel trust, and so on. But big business operates mainly in the producing end, as manufacturer; and it is in the less organized, less coordinated distributing end that a great part of the total price burden actually rises. For one thing, certainly, we do not want less organization and less coordination than we now have. We want more; but politics still inclines to lean pretty heavily on its old remedy of repressing organization. Its chief economic implement is just the policeman's club. There might have been a government agency devoted only to constructive criticism of business. Intelligent constructive analysis of the distributing end of business with a view to better organization and avoiding wastes would be one of the most useful attacks on high cost of living."

According to a report of the National Automobile Chamber of Commerce, during the calendar year 1919 there was an increase of 88½ per cent in exports of passenger automobiles and 50 per cent in truck shipments over 1918. Motor truck exports to South America increased over 100 per cent, while 9,016 passenger cars were shipped to this section as compared with 6,782 the year before. England leads in passenger car gains, having purchased 5,150 compared with 398 in 1918. Owing to the cessation of the imports of war supplies, only 890 trucks were sent to that country in comparison with 2,080 shipped in 1918.

Another glimpse at the Arizona Asbestos Mining Industry will be given to our readers in July—this time with illustrations.

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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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ARIZONA



CANADA

E. SCHAAF--REGELMAN

220 Broadway

New York, N. Y.

American, Canadian, African Asbestos--Crude, Fibre

Owning and operating the only producing mines in Arizona, not controlled by Textile Manufacturers.

Arizona Asbestos is entirely free from Iron

European Headoffice:

WARMOESSTRAAT 76

AMSTERDAM

HOLLAND.

IMPORT

EXPORT

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News of General Interest

Engineering and Contracting Magazine, 608 S. Dearborn St., Chicago, has issued in pamphlet form a comprehensive study of the causes of high prices with answers to 20 economic questions. It is written by Halbert P. Gillett, President and Editor in Chief.

We have read some few text books and other writings on Economics but this treatment is, in our opinion about the most practical, common sense analysis of fundamental conditions which we have ever seen.

We are sure that copies will be furnished anyone interested by addressing the publishers Engineering and Contracting Publishing Company, 608 S. Dearborn St., Chicago.

Recent newspaper reports concerning the control of freight by the Interstate Commerce Commission have been somewhat misleading.

It is not the intention of the Interstate Commerce Commission to divide industries into groups according to the necessity of their production, unless such division should become absolutely necessary.

The present activity of the Interstate Commerce Commission is chiefly in reference to authorizing the railroads to use their own discretion with respect to the routing of cars.

According to the Automobile Trade Journal, more than 7,623,551 automobiles were registered in the United States last year. Of these 87.14 per cent were passenger cars.

The first case of women entering the directorate of Big Business is furnished by the F. W. Woolworth Co., a $100,000,000 Corporation which recently elected to the Board of Directors, Mrs. Helena Woolworth McCann and Mrs. Jessie Woolworth Donahue, both daughters of Frank W. Woolworth. Surely the age of the American woman has arrived.

The total value of manufactures exported from this country in the calendar year 1919 was $3,486,000,000.

Uptodate figures amounting to a Census of the Automobiles in use in foreign countries is on file in the offices of Secretarial Service and will be furnished in whole or part to anyone making inquiry. The countries with largest numbers in service are:

Great Britain	415,000
Canada	300,000
France	200,000
Germany	75,000
Italy	35,000
Cuba	20,000

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Bell
Asbestos Mines

THETFORD MINES
Quebec, Canada

MINES OFFICE at
Thetford Mines, P. Q., Canada
and
SALES OFFICE at
Ambler, Penna., U. S. A.

Miners and Shippers of

Asbestos

CRUDE AND FIBRE



OWNERS
The Keasbey & Mattison Company
Ambler, Penna.
U. S. A.

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News of the Industry

A most ingenious, useful and convenient Magnesia price list has been copyrighted by the Keasbey and Mattison Company. On one side is shown the dollars and cents coal saving by the use of 85% Magnesia Pipe Covering per hundred lineal feet at different steam pressures, and on the other side is given the pipe sizes, thickness, core, body, circumference and price per lineal foot, canvas jacketed, of 85% Magnesia, also a price list for Blocks.

The principle used is the slide card contained in a slotted cover. Keasbey and Mattison Company will gladly supply anyone interested with this list.

The American Asbestos Mining and Milling Company of Idaho Falls, Idaho, reports having under development a deposit of Serpentine just South of Yellowstone Park. Both slip and cross veins of Chrysotile are found in apparently sufficient tonnage to warrant the erection of a mill.

These deposits are in Lincoln County, Wyoming, and we will try to keep in touch with developments for the benefit of readers.

The Maple Leaf Asbestos Company is doing some development work in the old Dunn workings at Thetford. Philip Wiser, Manager, reports very promising leads in sight.

One of the Asbestos Textile Mills recently employed a man whom they had a little cause to suspect of ulterior motives. The employer caused careful watch to be kept on the man and within a few days found him making sketches of machinery and processes. The sketches were subsequently procured by the employer and are now in his possession. All of which goes to show that we surely need the Inter-allied Church World Movement.

O. P. Hennig, for nine years a salesman connected with the H. W. Johns-Manville Company, Chicago Office, has resigned and established the firm of Hennig and Co., 417 S. Dearborn St., Plymouth Bldg., Chicago, for the sale of Engineers' Supplies, Asbestos and Magnesia Products, Railroad Supplies, etc.

Hennig & Company welcome correspondence with anyone desiring representation in the Chicago territory for Asbestos Fibres, Textiles, etc.

The Sall Mountain Company has moved its Chicago Offices from 230 to 305-15 S. LaSalle Street, Seventh Floor.

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The Magnesia Association of America recently prepared a Cabinet Exhibit, showing the various processes followed in the manufacture of 85% Magnesia. An illustration of this appears on page four. The Cabinet is 27 in. x 50 in. and is accompanied by a framed photograph illustrating installations of 85% Magnesia and giving tables showing coal savings.

Twenty-five of these Cabinets were distributed to as many of the larger colleges and universities for use in their engineering departments. The comments received on the Exhibit were so enthusiastic that twenty more exhibits are now being prepared by the Association for similar distribution. One of the Cabinets hangs on the wall of our office and will be shown to anyone interested.

Visitors at this office recently were W. Lucas Simons, Mgr. Raw Asbestos Department of the General Asbestos and Rubber Company, M. T. Rhodes of the Keasbey and Mattison Company, Dr. Richard V. Mattison, President of the Keasbey & Mattison Co., Mr. Lyle of John R. Livezey's Office, E. R. South of the Idaho-Montana Asbestos Company, Idaho Falls, Idaho, W. E. McDonough of the Thermoid Rubber Company, Philadelphia, G. Milroy of Argus Asbestos Company at Portchester, N. Y., Arnold W. Koehler, President of the Asbestos Textile Company, H. V. Everham, President of the Atlantic Asbestos Company, W. A. Macan, V. P. of Ehret Magnesia Mfg. Company, R. V. Mattison, Jr., V. P. and G. M. of the Keasbey and Mattison Company.

Probably no Asbestos Miner has been so long and well known to buyers of Asbestos Crudes and Fibres as has Andrew Johnson, of Thetford Mines, Canada.

It is with regret that we record Mr. Johnson's very serious illness. He was stricken with bronchial pneumonia some weeks ago and, at the age of 73, it has left its impress heavily upon him; in fact it is doubtful whether Mr. Johnson will ever be permitted by his physician to actively conduct his business affairs.

Many of the buyers of Crudes and Fibres will regret the passing from active participation in the mining business of this most unique and highly regarded character.

The Thermoid Rubber Company, Trenton, N. J., is erecting an addition to its plant for the purpose of handling Asbestos Crudes and Fibres, and manufacturing Asbestos Metallic Cloth. The buildings, which are now under construction, are expected to be completed by August first. The greater part of the machinery needed has been ordered and will be delivered by the time the buildings are ready.

The Senior Classes, Engineering Department, of fifty-three large colleges and universities have recently been supplied with sets of literature on 85% Magnesia, by the Magnesia Association of America. A set, which consisted of the Specification AA, Tables showing coal savings, and a booklet containing much

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Consolidated Asbestos Limited

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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useful engineering data "The Conservation of Heat Losses from Pipes and Boilers" was given to each student in the class.

In the May number of "Asbestos" we erroneously stated that the new Keasbey & Mattison Co. Branch in Newark would be managed by George Davis. As a matter of fact the Newark Branch will be operated as a sub-office of the New York Branch under the management of B. U. Livingston, Jr.

E. W. Affleck, 259 Prospect St., Westfield, N. J., formerly Superintendent of the Vulcan Asbestos Company, resigned his position as of May 19th.

Mr. Affleck is a well equipped, well informed man, having had experience in factory management and sales work. Before connecting with the Vulcan Asbestos Company he was employed by the H. W. Johns-Manville Company at the Brooklyn factory.

Mr. Affleck has not decided upon his future line of work but will consider a proposition from anyone interested. He can be addressed at the address above given.

The India Rubber Journal is responsible for the statement that 55% of the output of Rhodesian Crudes is being produced by the Rhodesian General Asbestos Corporation, and another 25% is being produced by the Birthday Asbestos concern. A steadily increasing output of Rhodesian Asbestos is anticipated.

The New York Commercial Chronicle is authority for the statement that the General Asbestos & Rubber Company, Charleston, S. C., is offering One Million Dollars Sinking Fund cumulative 8% Preferred Stock. A statement made by President C. B. Jenkins of Charleston, gives a brief history of the business and its sales, profits, income tax and dividends from 1915 to 1919 inclusive, together with a list of the Directors and Officers. It is stated that the new financing is "to increase the working capital of the Company so that it may be independent, or nearly so, of bank credit."

Quite a controversy, involving the Black Lake Asbestos & Chrome Company as the bone, and J. A. Jacobs on the one hand and the Asbestos Corporation of Canada on the other hand as the contenders, is on in Canada. It appears that Mr. Jacobs made an arrangement with the Directors of the Black Lake Asbestos & Chrome Company, whereby he agreed to purchase a controlling interest in the Company, in return for the immediate resignation of the present Directors and the assumption of control by him. It is stated that after making this arrangement, Mr. Jacobs started to purchase additional stock in the open market, and from the present evidence, it would appear that the Asbestos Corporation of Canada was, or soon became, interested in the matter, so that now it is a question whether control of Black Lake Asbestos & Chrome is or will be vested in the Asbestos Corporation of Canada or Mr. Jacobs. The matter will probably

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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

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be settled at the next Directors' meeting of the Black Lake Asbestos & Chrome Company.

Asbestos Mines, Limited, is a newcomer in the mining camp of Quebec. The chief owner of Asbestos Mines, Limited, is Jacob A. Jacobs, former owner of the Jacobs and Federal Mines.

A mill is being erected on the site of the old Boston property at Broughton and Asbestos Mines, Limited, expects to be actively producing within two months. Their first advertisement appears in this number of "Asbestos."

During the month of June the New York Times will carry the first message of the Magnesia Association of America in the newspaper advertising campaign which this Association is starting. If successful the campaign will be extended to other large cities. The advertising will be in the form of plain talks on 85% Magnesia, with an idea of combatting the tendency of architect, engineer and owner to cut down on Pipe Covering on account of the high cost of building materials.

PERFECTION MILL CHANGES HANDS.

The asbestos textile plant of the Perfection Tire & Rubber Company, Wabash, Ind., has been purchased by Mikesell Brothers Company, 156 North LaSalle St., Chicago.

The Wabash Plant contains 115,000 square feet of floor space, 33 acres of ground, sidings of the Big Four Railroad, deep wells for water supply and a self contained electric power plant.

The Mikesell Brothers Company contemplate an expansion of this plant in various ways which will greatly amplify its present facilities. The mill is in full operation and its entire working force together with the supervisory personnel is now connected with Mikesell Brothers Company.

Officers of Mikesell Brothers Company are:

H. S. Mikesell, President.
R. J. Evans, Vice President—Production.
D. B. Mikesell, Vice President—Sales.
F. S. Matthews, Secretary-Treasurer.
A. H. Loghry, Assistant Treasurer.
J. A. Cameron, Sales Manager.
W. J. Greer, Assistant Sales Manager.

Keasbey & Mattison Company's weekly price list, issued May 21st, shows further advances in the prices of Textiles generally. For instance, 10s Metallic Yarns, manufacturers quality, were quoted at $1.75 to $2.25 per pound; Metallic Cloth, manufacturers quality at $2.25 to $3.00 per pound; U. C. 15 Tapes or Listings at $8.50 per pound; Commercial Wicking, 80c. to $1.00 per pound; Cord $2.00 to $4.00; No. 1 Carded Fibre, $4.00 to $6.00 per pound; No. 2, $3.25 to $4.50 per pound; Tubings, ⅛ in. and under, $4.00 to $7.00; over ⅛ in., $2.00 to $4.00 per pound. These prices are quoted, without offer, as of the date mentioned.

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QUALITY USACO PACKINGS

United States Asbestos Company

General Office: Lancaster, Pa.

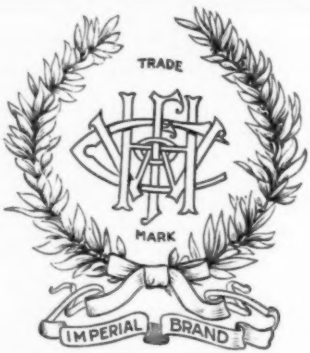
Mills at Manheim, Pa.

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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Asbestos Paper
Asbestos Roll Board
Asbestos Mill Board
Asbestos Packings
Asbestos Pipe Coverings
Asbestos Blocks
Asbestos Cements
Asbestos Roofings
Asbestos built-up-Roofing Felts
Asphalt Roofings
Asphalt Felts
Slate Top Roofings
Slate Top Shingles
Coal Tar Felts
Coal Tar Products

H. F. WATSON CO.

Main Office and Factories

79 Milk St. Boston — **Erie, Pa.** — 319 N. Wells St. Chicago

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EHRET MAGNESIA MFG. COMPANY

VALLEY FORGE, PA.

Editor of Asbestos,
721 Bulletin Building,
Philadelphia, Pa.

Dear Mr. Editor:

A few days ago I was impressed (after consideration) in a talk with our President (a man of few words and broad vision) when he said "It is a surprise to note the large number of people who do not know what 85% Magnesia is used for."

To those of us who have not thought of 85% Magnesia from this angle the suggestion will not, at first blush, carry weight, our years of acquaintance with this wonderful product persuading us that "every one" must know that 85% Magnesia is today, as always in the past thirty five years, the one economically permanent pipe and boiler covering.

To paraphrase Tennyson, "Coverings may come and Coverings may go (and they have) but 85% Magnesia goes on forever," but Mr. Editor, reflection has convinced me, as it will you and others, that our President's words were sound because they were true, and I want to ask whether in the columns of your authoritative journal "ASBESTOS" you will not join me in a campaign of education on this important economic subject?

From the day in 1883, while executing a Covering contract in State Prison, Jackson, Mich., a convict told me that "in Philadelphia a man was plastering Magnesia on a boiler to keep the heat in," until this hour in which I now write you, I have chummed with this remarkable product and will be glad, in kindergarten language, to tell your readers concerning the parents, the birth, childhood, youth and vigorous manhood of this premier pipe and boiler covering named by the dean of the industry "85% Magnesia."

Yours respectfully,

EHRET MAGNESIA MFG. CO.

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TO-DAY

Sure, this world is full of trouble—
I ain't said it ain't.
Lord! I've had enough and double
Reason for complaint.
Rain and snow have come to fret me;
Skies were often gray:
Thorns and brambles have beset me
On the road—but say
Ain't it fine today!

What's the use of always weepin',
Makin' trouble last?
What's the use of always keepin'
Thinkin' of the past?
Each must have his tribulation
Water with his wine;
Life it ain't no celebration.
Trouble? I've had mine—
But today is fine.

It's today that I am livin',
Not a month ago;
Havin' losin', takin', givin',
As time wills it so.
Yesterday a cloud of sorrow
Fell across the way;
It may rain again tomorrow,
It may rain—but, say,
Ain't it fine today!

—Douglas Malloch

Selected from Glenwood Boy.

Robinson Press.
Hatboro, Pa.

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