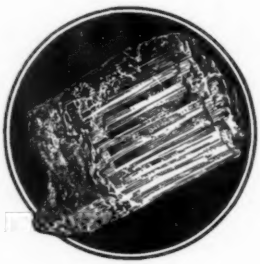
ASBESTOS

Vol. 3 **MAY, 1922** **No. 11**



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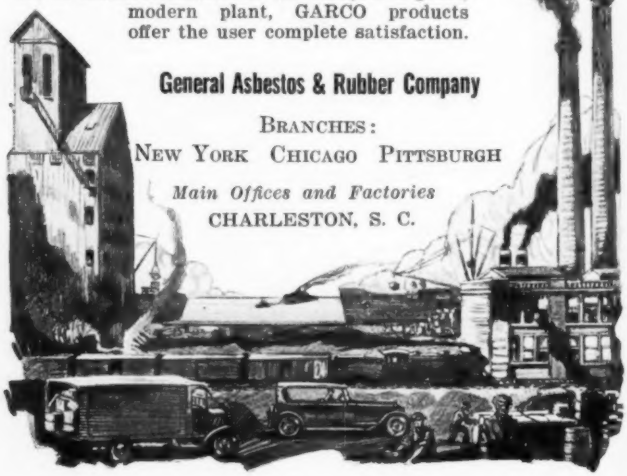
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A MONTHLY MARKET JOURNAL

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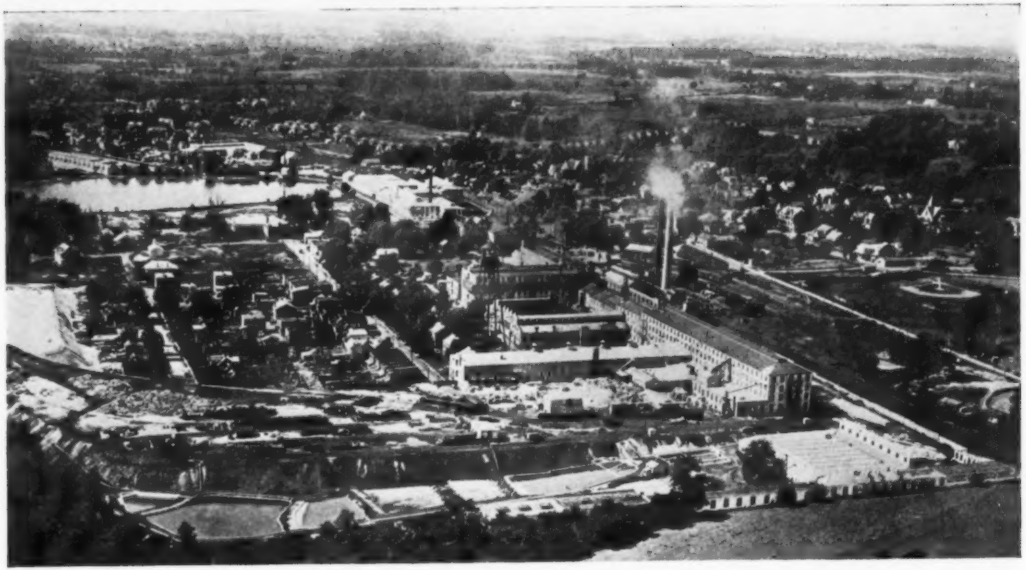
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Airplane view of the plants owned by the Keasbey & Mattison Company and subsidiaries at Ambler, Penna. The large buildings in the foreground constitute the South plant, where textiles, magnesia covering, paper and millboard and pharmaceutical products are made, while in the building to the left of the large sheet of water, asbestos shingles and sheets are manufactured. The L-shaped building above the same sheet of water is the new plant of the Telenduron Company.

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Asbestos Insulated Wire

By Robert G. Skerrett

Asbestos insulated wire, because of its unique properties, is bound to play an increasingly important part in the realm of practically-applied electricity. Indeed, it is dawning more and more both upon electrical manufacturers and users of electrical equipment that Asbestos is peculiarly fitted to improve efficiencies, to bring about substantial economies, to insure longer life in service, and withal, to augment the factor of safety.

All of us are familiar with the ubiquitous incandescent lamp, and we are similarly acquainted with a wide range of other domestic electrical conveniences, such as coffee percolators, toasters, curling irons, flat irons, etc., which make an especial appeal to womankind. Every one of the foregoing electrical fixtures or appliances functions upon a common basic principle—i. e., the reaction caused by interposing a more or less electrically-resistant metal in the circuit of an energizing current. Agreeably to the character of this interposed metal we have either radiance, as in the case of the light bulb, or we have the red glow of the heating wires or grid of the toaster, iron. etc.

It is likely that only relatively few of us have grasped the fact that the heat produced intentionally in the domestic conveniences cited (for the nonce the lamp is not included in the group) actually menaces the integrity of the attached electrical conductors; and the temperature may climb high enough under some circumstances to break down the enveloping insulation and thus occasion a flaming short circuit. Time and time again this very thing has happened, and people have been badly burned and fires of varying degrees of destructiveness have been started.

Latterly, nitrogen-filled electric lamps have won favor because the inert gas, in contact with an incandescent filament, induces an extremely brilliant light. In fact, the lamp uses considerably less current per candlepower than the usual type, and the nitrogen-charged globe gives a luminance much like that of daylight in quality. But while nitrogen is incombustible, still the gas promotes the transmission of heat from the filament, and when this heat is radiated thru the lamp socket to the connecting wires it is

The L-shaped building above the large sheet of water, asbestos shingles and sheets are manufactured. same sheet of water is the new plant of the Telenduron Company.

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apt sooner or later to impair, if not to destroy, the insulation of cotton or rubber. Therefore, it is essential that some other insulating medium be employed, and for this service none is better than asbestos. Why? Because asbestos is not only fireproof but it is an excellent non-conductor of electricity.

Let us be even more specific. Cotton is a vegetable fibre, and if subjected frequently or continuously to a temperature of 120 degrees Fahrenheit and upward it is gradually carbonized, and from a non-conductor it is transformed into a very good conductor of electricity—hence loses its insulating properties. Rubber is not fire resistant, and it has an inherent tendency to oxidize in the course of time



Photo by courtesy of Rockbestos Products Corporation.

A set of carding machines which comb the asbestos fibres and lay them parallel in a thin sheet or "web" preparatory to working them into roving.

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if in contact with the air. Heating will hasten this oxidation and destroy the rubber's value as an insulator. Asbestos, on the other hand, is a mineral, born when the earth's rocky crust was in a molten state, and it will not melt short of a temperature of 2280 degrees Fahrenheit. Further, its dielectric characteristics normally remain substantially unaltered until heated more than 500 degrees.

Before describing the various sorts of fixture wire, conductors, cords and cables which are insulated or covered with asbestos for the purpose of adding to their efficiency, let us outline broadly the procedure employed in one big factory which specializes in the production of these com-

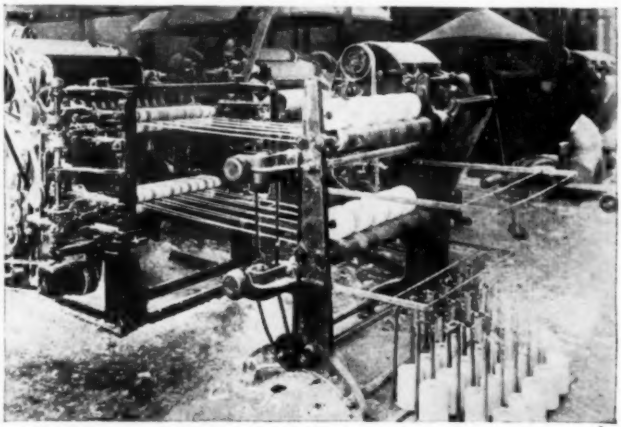


Photo by courtesy of Rockbestos Products Corporation.

Asbestos in the process of being formed into roving. It is either wound around the conductors in this state or it is first twisted into yarn to be braided about the conductors.

modities. At the very start, it should be emphasized that a paramount desideratum is an asbestos free from metallic oxides. The mineral must not carry any iron, for this metal is a conductor of electricity. Again, the asbestos should be of a long-fibre sort so that the stuff can be worked up into a coating of uniform thickness and ample mechanical strength.

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Rock asbestos of this kind is obtainable, and after it is mined it is sent to fiberizing plants where machines of special design grind it, shred it and free it from adhering fragments of the erstwhile enveloping serpentine. The ultimate product has a fluffy, woolly appearance, and is in a condition to be fed to carding machines. These apparatus comb it out successfully until all of the mineral fibres are arranged parallel to one another. The next step is to make loose strands or "roving." Inasmuch as the fibres of Asbestos lack felting qualities, they cannot be spun, as the term is ordinarily understood, and to give them the needful

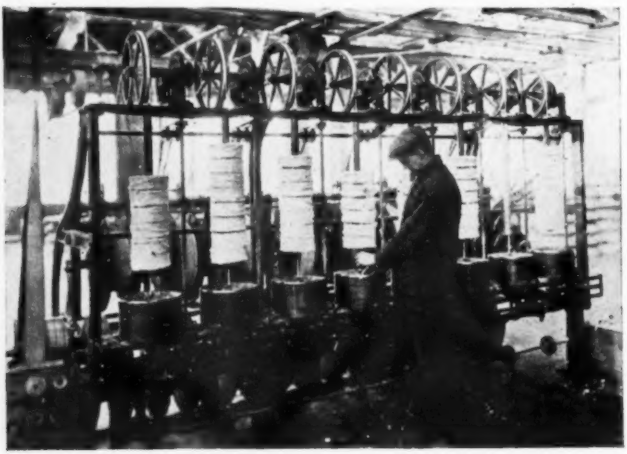


Photo by courtesy of Rockbestos Products Corporation.

Serving rubber-covered conductors with asbestos in the manufacture of heater cord. These machines can produce 30,000 *to* 40,000 *feet per day.*

cohesion they must be mixed or associated with a measure of cotton or silk yarn. The aim is to minimize the amount of cotton, for the reason already explained, and the adoption of the roving process in place of spinning makes this practicable.

With the roving in readiness on spools, the material is transferred to insulating machines, by which it is wound

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about the conductor. Wires can be covered in this manner at the rate of about 10 feet a minute. If, on the other hand, it is desired, because of service requirements, to braid the asbestos upon the conductor, this work is done by suitable apparatus at a speed of a foot a minute. In either case, the asbestos is saturated with a special chemically neutral cement, and subjected to pressure in passing thru rolls which compact and smooth the enveloping mass. It is possible in this way to form a wall of insulation about the wire that is no thicker than when a double layer of cotton is employed. If needful, a thicker wall may be obtained by applying successive layers of roving. Asbestos insulation of this character is firm, tough and durable, and will withstand pressure and abrasive action.

Nothing is taken for granted in the best of insulated wire fabricated in this fashion. Every foot of it is tested electrically during one stage of production. The practice is to draw the asbestos-coated wire thru a shallow trough filled with quicksilver. If this mercury can penetrate the insulation and reach the conductor it closes a circuit, in which is placed an incandescent lamp. Instantly the latter glows and indicates a fault in the insulation. Perfect wire will pass thru the trough without causing the little sentinel lamp to shine.

A copper conductor may be so insulated with asbestos that the envelope will remain uninjured even when the contained wire is heated to a fusing temperature. Further, the wire may be bent abruptly without causing the insulation to crack or break, and superior asbestos insulation may even be elongated quite 5 per cent. without damaging it. It should be noted here that the greater the flexibility of the cord the longer its life in service. These points are interesting, for they show how asbestos may be applied effectively to electrical conductors which are likely to be flexed in use.

And now let us touch briefly upon various kinds of asbestos insulated wire. The term insulation has two meanings: one indicating the power to prevent electrical leakage and the other the capacity to form a barrier against the transmission of heat. Sometimes the purchaser specifies that the wires, of heater cords for instance, shall first be insulated with cotton and rubber and then reinforced by

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asbestos. When this is the case, the copper conductor is wound with two strands of cotton yarn; next follows an insulating envelope of high-grade rubber one sixty-fourth inch thick, and this is succeeded by a wrapping of asbestos fibre one thirty-second inch thick. According to requirements, two or more such conductors are bound together by cotton or silk braid, which is woven over them. In another

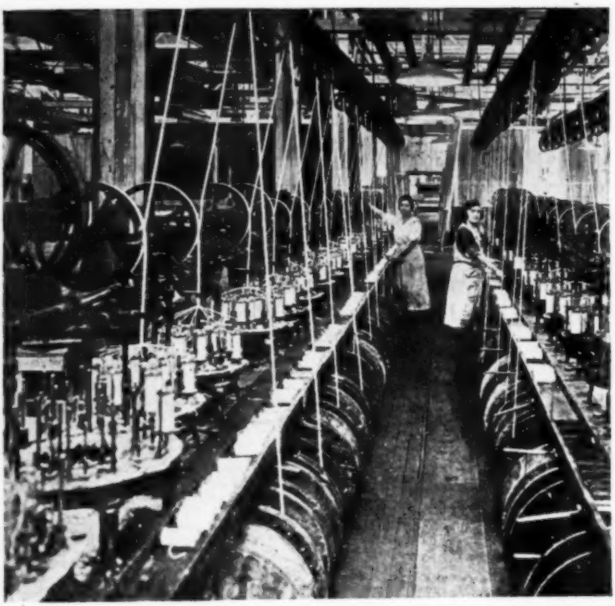


Photo by courtesy of
Rockbestos Products Corporation.

Braiding Conductors With Asbestos Yarn

style of heater cord the conductors are immediately insulated by asbestos, and held together by a braiding of cotton or silk. An absolutely fireproof cord may be produced by forming the outside braiding of asbestos yarn thoroly impregnated with a special compound. Heater cord of the latter sort is strongly recommended both because of its

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dielectric strength and its ability to resist heat or fire. Age, so it is said, does not impair its effectiveness, and the insulation so binds the stranded wires that, should any of them break, the fine filaments cannot pierce the external covering and thus induce a short circuit. Cords of these several types are admirably suited to feed current to electric flat irons, percolators, toasters, vacuum cleaners, fans, soldering irons, welders, etc.

Cords for nitrogen lamps, as well as for other electric incandescent lamps of high candlepower, which are likely

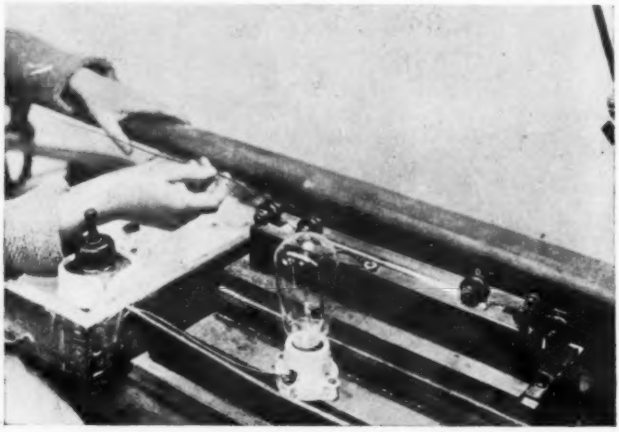


Photo by courtesy of
Rockbestos Products Corporation.

Inspecting Asbestos Insulated Wire Electrically

to generate a good deal of heat, are now insulated directly by a covering of asbestos, and, for the sake of finish, a braiding of silk or cotton may be employed. Here, the asbestos coating is at one and the same time an electric and a thermal insulator. In some of these cords, however, the silk or cotton textile is omitted and a braiding of asbestos substituted. As a means to greater security against electrical breakdown or fire hazzard, cords both insulated and braided with asbestos should be generally adopted for electric desk, table and floor lamps. The asbestos braiding

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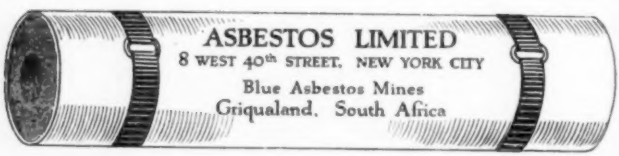
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LONDON, ENGLAND

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serves not only to check the transmission of heat from the lamps, but it likewise shields the conductor from flame or heat from any other source.

Asbestos insulated and braided conductors are pre-eminently fitted for switchboard wiring. On numerous occasions, power plants, factories and shops have been put out of commission by the breakdown of rubber and cotton insulators at switchboards, and owing to this asbestos is gradually supplanting these materials. Asbestos insulated conductors can be made absolutely fireproof and, therefore, are superior to the so-called "slow-burning" wires hitherto common in this department of electrical equipment.

Cables that are insulated as well as braided with asbestos, and thoroly impregnated with a waterproof compound, are growing in favor for moving picture outfits, but they are given a much heavier primary envelope of asbestos. These conductors are also widely utilized for the wiring of searchlights, electric car or train controllers, and for other electrical apparatus to which heavy currents must be carried thru places subject to high temperatures, such as steel mills, blacksmith shops, electric furnaces, etc.

Needless to remark, manufacturers of the commodities described in this article have not attained their present proficiency without encountering many difficulties. The physical characteristics of asbestos are, in some respects, quite unlike those of the usual textile fibres, and a vast deal of patient and expensive experimenting has been called for in order to render the mineral filaments amenable to man's needs.

In a future issue we shall tell about the uses of asbestos in the making of magnet wire for the windings of armatures, coils, etc.

Editor's Note—Mr. Skerrett, the author of the above article, desires us to thank the Rockbestos Products Corporation for the assistance given Mr. Skerrett in its preparation.

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MARKET CONDITIONS

No marked difference in Asbestos trade conditions obtains in May as compared to April.

Mine operators are still pursuing a policy of conservatism in respect to production. This is due to the subnormal demand for raw stocks.

Rumors are abroad that several of the mine properties are for sale, but we imagine that if the rumors are true the price asked would be prohibitive.

Inquiries thruout the trade indicate a fair demand for short fibres up to and including shingle stocks, but spinning fibres and crudes have not yet recovered any part of the buoyancy of 1920.

Reports from Rhodesia and Arizona are in keeping with Canadian conditions, no very marked demand for crudes being evident. These sources for raw stuffs are quite seriously handicapped by freight rates and can not expect to share in short fibre trade.

Pipe Coverings.

The war of price cutting goes merrily on. Just what object there can be in exhausting hard won surpluses by selling goods far below cost is a deep, dark mystery.

For several years before the war the company which made a profit commensurate with its sales and productive energy and risk was the exception. Then, with practically all other industries, the asbestos and magnesia trades did make large gains. After paying heavy taxes, surplus account began to look reasonable and stockholders received dividends.

During the past eighteen months, for what real reason nobody knows, prices have sunk to the very bottom of the well and, with operating costs still nearly at war levels, it is only a question of time until these suicidal prices will wreck the weaker participants in the game.

Just now 85% Magnesia can be bought within a fraction of the price of Air Cell, and the latter is priced entirely too low to permit a profit.

Well, perhaps it is pleasant, but it must be a queer sort of person who can derive joy from such conditions.

Textiles.

A very much improved demand for brake linings has

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developed during the last few weeks. Seasonal, perhaps, yes, but several car makers are now scheduled for full production up to September.

In the meantime spinners are encouraged and with every fundamental indication pointing to better general business, demand for textiles may be expected to improve.

We have not yet joined the ballyhoo class of people who are shouting optimism regardless of facts. There is absolutely nothing to justify wild eyed expectation of "good times." Improvement is not only coming but is actually here. That, notwithstanding, is no reason to figure on war time trade nor anything like it.

The best thing for any business man to do is to conscientiously appraise his business, clean up the lost motion, reduce expense to a minimum, *improve the quality* of his product, and *sell*, SELL and SELL.

We as a nation of business men have forgotten how to sell.

To succeed nationally and individually we must sell as never before and selling is nothing more nor less than abundant energy intelligently applied.

We quote from Canadian Mining Journal, issue April 14th, editorial comment bearing on the present tariff:

"Quebec asbestos producers and the Canadian Manufacturers' Association are not going to submit tamely to the Fordney Tariff restrictions in the form of a duty of 3½ cents per square foot, plus 10 per cent. ad valorum on colored asbestos shingles, the Canadian make selling at $5 per hundred feet. Nor will they forego reprisals if other Fordney bill features are enacted. Whether a retaliatory export tax on raw asbestos will be imposed has yet to be determined; but Canada is a 'weary of what Washington thinks about appropriating Canadian natural resources. Fordney schedules may disconcert the asbestos industry in Canada; there is some asbestos in the States—but there will be more asbestos manufacturing concerns on this side of the border when the controversy is further along.

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HIGH GRADE ASBESTOS TEXTILES

Carded Fibres
Yarns, Cord, Mantle Yarns
Plain and Metallic Cloths
Braided and Woven Tapes
Braided Tubings
Woven Sheet Packings
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Gloves, Mittens, Leggins
Gaskets, Seamless and Jointed
Packings, Steam and High Pressure
Wick and Rope

Asbestos Fibre Spinning Company

North Wales, Penna.

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Notes from Mining Centers

Arizona.

We are advised by our Arizona correspondent that there is absolutely no activity in that Asbestos field at the present time, neither prospecting nor actual mining, while even the stealing of Asbestos has stopped, as it is not worth stealing any longer.

Australia

The New South Wales Department of Mines reports that during the year 1921 the State of New South Wales produced 945 tons of Asbestos fibre.

R. C. Wilson (acting assistant State mining engineer) of Western Australia reports an Asbestos occurrence recently discovered about 5 miles from Roebourne in Western Australia. The Asbestos fibre is of short variety about ¼ inch but a very good quality. The deposit is conveniently placed for transport purposes.

Another deposit has been discovered about 35 miles south of Croydon station at the head of the Nungarrie river. This Asbestos is also of Chrysotile type and it is reported that the fibre runs up to 2 inches in length. There will be considerable difficulties, however, in transporting Asbestos from this find since the roads are not good and the nearest port, Roebourne, is 80 miles away.

Union of South Africa.

According to the official returns from the Department of Mines and Industries exports from South Africa during December 1921 were as follows:

	Lbs.	Value
Cape Town	919,594	£7,929
Durban	187.363	3,190
Beira, Feira and Overland	1,316,670	15,687
Total	2,423,627	£26,806

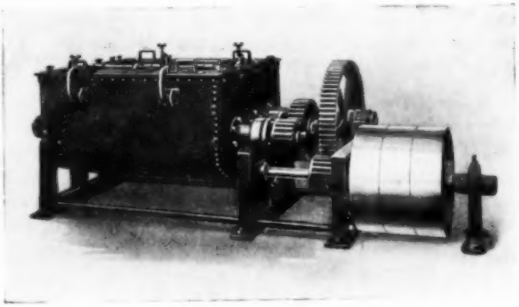
For the month of January 1922 sales and shipments of Asbestos amounted to:

	Tons	Value
Transvaal	50	£1,524
Cape	220	4,295
Natal		
Total	270	£5,819

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"BIRMINGHAM"

(REGISTERED TRADE MARK)



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Statistics of exports of Asbestos for the whole year 1921 give the following figures:

	Lbs.	Value
Cape Town	7,797,059	£76,627
Port Elizabeth	84,255	356
Durban	1,856,223	25,700
Other Union Ports	100	1
Delagoa Bay	165,571	2,750
Beira, Feira and Overland	36,005,420	421,711
Total	45,908,628	£527,145

We are informed by our correspondent that the South African White properties located in the Transvaal are showing increased activity, and we understand that a very much greater output can be had if desired. The principal producer of South African White is the Amianthus Mines Ltd, which property is located on the Farm Joubertsdal No. 99 near Kaapschehoop in the Barberton District.

Portuguese East Africa.

A remarkable Asbestos discovery has been reported in Portuguese East Africa but at the moment no definite information has come to hand.

Rhodesia.

The following figures have been published by the Rhodesian Chamber of Mines covering production of Asbestos in Rhodesia for the months of December 1921 and January 1922:

	Tons	Value	Tons	Value
Bulawayo District.				
Pangani (J. S. Hancock)	15	£332	27	£611
Shabanie (R. & Gen. Asb. Corp. Ltd.)	279	4,463		
Lomagundi District.				
Ethel (Union & Rhod. Trust, Ltd.)			103	2,352
Victoria District.				
Gath's (R. & Gen. Asb. Corp. Ltd.)	298	7,474	368	9,194
King (R. King Asb. Co. Ltd.)	131	2,017		
Sapientia (V. S. Welsford)	31	763	59	722
	754	15,049	557	12,879

The output for January 1921 was 2,500 tons and it will therefore be noted that the production seems to be rapidly diminishing. This may be due to several causes partially, perhaps, to the depressed business conditions.

The total output for the year 1921 was 19,528 tons as compared with 18,822 tons in 1920.

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ASBESTOS TEXTILE CO.

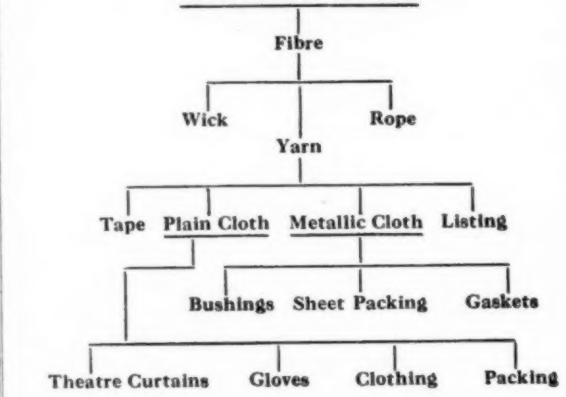
INCORPORATED

MILLS
NORTH BROOKFIELD,
MASS.

GENERAL OFFICES
18 E. 41ST ST.,
NEW YORK.

WE MANUFACTURE

ASBESTOS



Compressed Asbestos Fibre Sheet Packing

"Quality and Service"

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European Business Conditions in the Asbestos Line

By Courtesy of Our London Correspondent

England.

Business in this country is still very difficult. Prices are being cut to the finest point and all the manufacturers are literally scrambling for such orders as are obtainable. Nevertheless there is a considerable improvement in the output this year as compared with last. Prices are being cut ridiculously in consequence, but most manufacturers are content if they can only obtain sufficient orders to keep their plants running without incurring loss on overhead charges.

Germany.

I am afraid it is cold comfort to the asbestos manufacturers in the States as well as to British firms, to be told that the German manufacturers are busily employed and working up to the fullest extent of their output to cope with the home demand, so much so that as far as one can gather they cannot at the moment do much in the way of export business. Most of the manufacturers tell the same tale.

Italy.

In Italy business is not quite so good as last year, but in that country there was not a decided slump as was experienced in England and the States; in fact, the Asbestos industry in 1921 was fairly fully employed. Many firms have suffered during recent months from a shortage of electrical power due to the exceptionally long draught, which extended from about August, 1921, to January, 1922, thus curtailing the hours of work in the Italian factories.

France.

We are informed that a large asbestos-cement slate manufacturing concern has commenced operations in France and is an offshoot of a company doing the same business in Czecho-Slovakia. We believe they are patentees of a special process for manufacturing slates, whereby the very best possible effect is obtained from the fibres employed in the manufacture.

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AFRICAN ASBESTOS MINING Co.
LIMITED
24-31 Willoughbys Buildings, P. O. Box 504
BULAWAYO
Southern Rhodesia

Producers of

RHODESIAN WHITE ASBESTOS FIBRE

Owners of

NIL DESPERANDUM MINE SPHINX MINE	SHABANI
SERPENTINE MINE	BELINGWE
CROFT MINE	FILABUSI
BALMAIN MINE REGINA MINE	MASHABA

Managing Agents for

BIRTHDAY MINE — SHABANI

Cables: "Safasco" Bulawayo

Codes: Bentley's Complete Phrase
Western Union Universal Edition

Sole European Distributors

THE ASBESTOS ELECTRICAL FITTINGS Co. LTD.
5 Lloyds Avenue
LONDON, E. C. 3, ENGLAND

Telegraphic Address: "VULBESTON" London

Codes: Bentley's
Lieber's
A. B. C. 5th Edition
Western Union
Universal Edition

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Contractors and Distributors Page

Some days ago the publishers of "ASBESTOS" consulted with another industry concerning the particular type of exhibition it would stage at the Convention of the National Association of Purchasing Agents, in Rochester, the week beginning May 15th. "Purely educational" was the reply received.

Education is a big word in business. The public must be educated to use certain products for certain purposes. It must be educated to use a certain particular type or specification of that product for each specific purpose. To set the buying public to using your products and to using each particular kind for each specific purpose requires continuous and perpetual education. The industry must explore the way, laying open the adaptations of its products for definite commercial purposes. When the uses for the products are so disseminated in the minds of the public that they will be recognized as superior to all others for the purpose, and when the use of each specific type is well known and generally accepted, then we may say the public is educated.

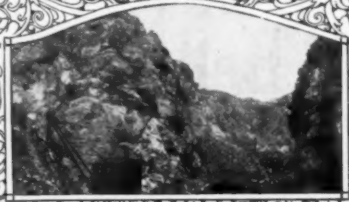
How shall this education be brought about? By advertising? Yes. Advertising mediums will carry the message of your products to the great masses, but only a few will read it. A small percentage of that few will catch only a certain point or application. Even if it should be read quite extensively, when we consider that one remembers but 2% of what one reads, it is not surprising that repetition in advertising is essential to results.

But advertising does not make the merits of a product stick as do salesman's interviews. Not only is every user an advertiser, but every prospective customer approached by the salesman should be forever sold on his product as a result. That is true if the salesman possesses the analytic qualities to solve by study the mental processes of his prospect. This is real education.

How essential, then, that a salesman should know his products in every relation, know what they will do under any and all circumstances, know how they do it, know wherein his particular brand excels his competitor's. The salesman should know the history of his industry and be able to speak in definite, concrete terms and results rather than in boastful generalities. He must clinch his sale by selling a differential for his product as against all others. The customers must accept this differential idea in heart and soul. With all doubts eradicated the salesman's arguments are conclusive.

In this process of education, then, of which we hear so much, let us not overlook educating the Sales Force. Education in business begins at home. Don't experiment with the public until you have succeeded in your own organization. Educate your SALESMEN, for of what use is it to make goods unless you can sell them?

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Black Lake Asbestos and Chrome Company
LIMITED

Head Office
Jacobs Building, Montreal, Canada

European Office
110 Rue de la Pepiniere
Paris

Mines: Black Lake, Que.

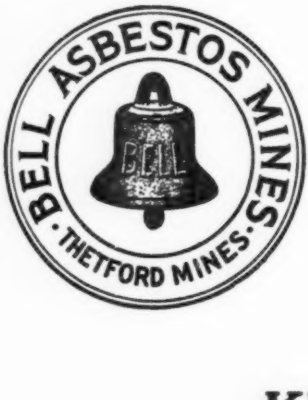
Miners of
Crudes and Spinning Fibres
Specializing in Shingle Stocks

Controlling
Uuion Asbestos Mines
Southwark Mines
Imperial Asbestos Mines
Black Lake Chrome Mines
Coleraine Chrome Mines



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Get Bell Mines White As
in your Own Products or



Through our control
highest grade of Thetford
nish asbestos textiles, pap
acter.

As originators of 85
pleased to extend to manu
of a long and valuable exp

KEASBEY & M

Ambler, P

"If It's Made of Asbestos,
We've Got It"

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ite Asbestos
cts or Textiles You Buy

h our control of the famous Bell Mines—producing the
e of Thetford white asbestos—we are prepared to fur-
s textiles, papers, millboard, etc., of distinctive char-

inators of 85% Magnesia Sectional Coverings, we are
ttend to manufacturers of similar products the benefit
valuable experience.

& MATTISON COMPANY
bler, Penna., U. S. A.

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Asbestos Mines Ltd.

Mine at
East Broughton, Que.

Mining all grades
of Asbestos Fibre

Head Office, Jacobs Bldg
Montreal, Canada.

European Office
10 Rue de la Pepiniere
PARIS
France

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EDITORIALS

Trade Association Conference.

Mr. Hoover's Conference of Trade Executives merely emphasized the conclusions reached as a result of correspondence between the Secretary of Commerce and the Attorney General.

It would appear that no Government Authority is interested in the legality of this, that or the other trade practice, all persisting in the old unsatisfactory plan of bringing suit against alleged infringements of the law.

We believe Mr. Hoover, whatever else may be said of him, is honestly striving to preserve and strengthen American business enterprise and that he fully realizes the necessity for collective and cooperative action to that end.

In other words, Mr. Hoover is constructive where, almost without exception, his Washington contemporaries are nearly the reverse.

Trades may collect vital statistics about their business and, on request, the Department of Commerce will broadcast the consolidated statistics to the trade and to the public. To this plan the Attorney General has not objected.

Theatre Curtains

It is encouraging to note that the Building Commissioners of the District of Columbia refused to exclusively endorse the Steel Theatre Curtain until a full and unhampered hearing was held.

A representative meeting of Asbestos Cloth Manufacturers, after considering the subject, recommended a standard specification for construction and installation of curtains in theatres and it is likely to be adapted not only in Washington but elsewhere.

The problem of using this, that or the other material for such vitally important purposes as the protection of human life should not be settled in the heat of anger, criticism or malice. It calls for sober, cool, enlightened action and we believe the Washington authorities are fully determined to employ the latter course.

At the time of going to press no definite ruling has

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MIKESELL BROTHERS COMPANY

Asbestos Manufacturers

Asbestos Carded Fibre
Asbestos Yarn
Asbestos Tapes
Asbestos Cloths
Asbestos Millboard
Asbestos Gaskets
Asbestos Packings
Asbestos Wick Packing
Asbestos Rope Packing
Folded and Stitched Brake Linings
Clutch Disc Facings
Pipe Coverings
Cements

Executive Offices, 156 North LaSalle Street
CHICAGO, U. S. A.
Plant and Works at Wabash, Indiana

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yet been made, but items noted in the Washington Press would seem to indicate that the Commission will not require the installation of a steel curtain in theatres already constructed, and very likely the building ordinance will permit new theatres to use Asbestos curtains of approved method of construction.



Eliminating Competition in Business.

Competition and business are inseparable. The one seldom exists without the other. Competition has always been a factor in business and always will be. tho more so at certain times than at others. At certain periods competition is keen, during other periods it is comparatively lax. Some say it is the life of business, others that it is the damaging force in business and still others that competition is damnable.

There are two kinds of competition. The one is constructive competition and is healthy. The other is what we shall call, for the want of a better term, liquidating competition, and is ruinous to business.

Constructive competition is the heart of business and against it we have no quarrel because it maintains business on a standardized level. There can be no objection to a man's manufacturing the same kind of goods as his competitor, and his seeking to market them to the public, if the goods are of a stable quality, if they are branded and if they analyze up to the quality of that brand. If the competitor in no way misrepresents, no sensible man will dare to criticise a competitor's efforts to find a market for his goods. The markets are as wide open to one's competitors as to himself, all are equitable before the law and there is no government that would recognize any differential among competitors—all things being equal. If the costs of one manufacturer's products are lower than those of his competitor, and the qualities are equal, of necessity, the lower selling price will follow the lower cost price. Such manufacturer has a decided advantage and he is the greater public benefactor. The history of business during the past year or more proves conclusively that the producer who can get his costs down will weather the storm best.

The other kind of competition is given to tearing the

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markets asunder rather than building them up. This is the liquidating competition. Naturally this form of competition undermines market prices, ignores values and destroys business stability in general. There has been an enormous amount of this kind of competition since the world war. It is a natural sequel to that stupendous event. It was caused and probably accelerated by reckless buying on the part of the government departments during the war. Or, if not by buying excessively, then by the government's buying its requirements, since these were so stupendous. Since the war ended so abruptly, even more abruptly than it began, Uncle Sam was found with a super-abundance of supplies for which he had no need. The only policy for our respected Uncle to pursue was to dump his surplus goods on the market at any price bidden. Consequently prices, market stability and market equilibrium were all cast to the winds. Since the goods were not needed, because Uncle Sam could not use them, they had to be forced on the market irrespective of the damaging consequences, whether the market could absorb them or not.

While the government was unloading surplus stock on the market in disastrous competition with manufacturers, market prices broke violently leaving manufacturers holding big stocks of raw and manufactured goods. These stocks of finished products were fabricated from raw materials purchased at the peak of war prices. This was the situation in which the producer without warning and unforseen found himself and with his market for goods GONE.

Nor was this all. To add to the appalling situation the Federal Reserve issued instructions to the banks to call their loans and restrict credit. Demand for money became unprecedented, interest rates soared. Having been refused banking accommodations, manufacturers soon saw the handwriting on the wall. "Follow Uncle Sam, liquidate and build anew—in the new order of things". Instructions were obeyed, manufacturers liquidated, forcing their goods on the market much faster than the buying power could absorb them, breaking their own market, only to reap the devastation and market lethargy of today.

The effect of this avalanche pounding the market flat, forced manufacturer, distributor and dealer to the wall;

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V R A 1	V R A 2	V R A 3
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this always adding to the accumulated wreckage that must be cleared up by the trade.

Even tho actual hostilities ceased more than three years ago, much of this government surplus material is to be found among dealers and jobbers in today's markets. Goods purchased at bankruptcy sales, receivers sales, etc., are not yet cleared from the market. Certain A. E. F. stocks delivered abroad were returned for consumption in the American market with the result that more surplus was added to market depression.

The general effects of these two forms of competition are well known. Most business men have had it visualized and portrayed to them that liquidating competition cuts the very lining out of the market. It is such competition that finds no bottom to prices and no value to goods. The products go for the prices offered. Constructive competition on the other hand, does build up and does maintain a market equilibrium irrespective of who gets the business.

In this connection it is interesting to know that, while the government was buying automobile tires in excessive quantities, the Rubber Manufacturers were shrewd enough to detect that some day there might come a day of reckoning against which they should provide. To this end they made it a part of their contract agreement with Uncle Sam that no part of the goods they furnished the government to be consigned over-seas in prosecution of the great war, should ever be returned for consumption in the American market. The Rubber Manufacturers are to be given credit for vision and foresight in forcing this condition on the government.

The manufacturer who strives to meet our so-called liquidating competition, with his goods manufactured at today's prices for raw material and labor, is playing a foolish game. He should know that goods of a trade mark brand and standardized quality cannot compete with profit in a market without bottom due to forced liquidation. The only game for him to play with fairness to himself, and equity to competitors and his industry, is to sit tight until the time for liquidating competition has passed.

This liquidation is increased because of certain mushroom organizations that have grown up in industries, these organizations being in search of some of the emoluments they have heard about in connection with the war time

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business. Many of these small organizations that go into the markets have premeditated designs to undersell the old established manufacturers and thus prove a prey to market stabilization. The proper method of handling such trespassers on an industry of repute, is to do with them just exactly what big fish do to little fish in the stream. Probably no better way to eliminate these many small manufacturers can be found than to have them absorbed by the larger elements in the industry.

Of this policy probably the best exponent is Henry Ford. While it is not his ambition to eliminate competiton in his line, yet it is noticeable that he is now grasping some of the rewards of liquidated competition. He has recently taken over the Lincoln Motor Company. He has offered to take over the Muscle Shoals plant—both deals made possible because both plants have served their period of usefulness under their present management in the face of adverse business conditions.

Might it not be worth while to study the example of Mr. Ford as we might apply it to our own industry? Have we arrived at the Day of Elimination? What is wrong with our markets? Is the trouble liquidated competition? Is the day of merger upon us? Might it not be true that the time is here when the responsibility of gobbling up the lesser factors of the industry by the older established manufacturers is at hand?

Many small companies are trying to swim against a strong current that is carrying them down stream. They cannot survive without business and most of their business is only possible by cutting prices and playing under the market all the time. The independent steel companies have gotten together and pooled their interests in a great merger. Several prominent oil companies have taken over their weak and struggling competitors, especially when their properties are desirable and profitable after being adequately financed If the consideration is not excessive and the value of the company about to fail warrants the investment, why would not merger and absorption work to the best interest of all concerned?

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Carey

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BOILER SETTING CEMENT
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ASBESTOS GASKETS

PREPARED ASPHALT ROLL ROOFINGS
BUILT-UP ASPHALT ROOFINGS
SLATE SURFACE SHINGLES

WATERPROOFING
Asphalt and Tarred Felts
Waterproof Insulating Paper
Roof Paints
Asbestos Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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Export Trade Act in Operation

Approximately fifty associations are operating under the Export Trade Act (Webb-Pomerene Law) and a number of new associations are in process of organization.

Readers will remember the Webb-Pomerene Law as exempt from the provisions of the Sherman Anti-Trust Law of the United States and from the Clayton Law, so long as trade is not restrained or controlled within the States. The purpose of the act was to work stabilization to American trade and to facilitate the movement of American goods to foreign markets. Selling prices may be definitely fixed at home for markets abroad.

A thousand firms, scattered over 41 states are members of such export associations. Has the time arrived when an overall export association might serve well the Asbestos-Magnesia Industries?



Developing a Customer

A manufacturer who had been receiving small odd lot orders from a jobber for fill-in stock, wrote the jobber explaining that the small business received was not profitable, but rather quite troublesome and unless he, the jobber, could see his way clear to give the manufacturer a part of his larger orders, he would not feel justified in serving his requirements on a small, piece-meal basis.

The jobber replied agreeing that his pick-up privilege had been abused, and that he should carry in stock an assortment of the items in question. He enclosed with his letter an order eliminating the necessity for requiring so many pick-up items, advising that he could see how the larger order policy was a saving both to him and the manufacturer.

This practice of buying at wholesale prices in retail quantities has grown to a point where it cuts into the profits at both ends. It is largely a matter of habit. But the habit will only be broken when and as the manufacturer, jobber and dealer, each in turn, performs his part in ending it.

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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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Imports and Exports of Asbestos

The new schedule for the reporting of imports and exports by the Customs offices seems to be working finely as reports are now coming in very promptly.

Imports of raw asbestos for the month of February amount to 6,902 tons, valued at $275,603.00. Of these, 6,724 tons, valued at $233,405, came from Canada. From countries other than Canada imports of raw asbestos were as follows:

England	44 tons	$285.00
China		53.00
British South Africa	20 tons	926.00
E. Africa Port.	114 tons	230.00

By comparison with the figures given in April ASBESTOS for the month of January it will be noted that slightly less material came from Canada in February than in January, but while only 7 tons were received from countries other than Canada during the month of January, in February 178 tons were shipped in from other countries.

Imports of manufactured asbestos amount to $29,999.00. Of these $4,386.00 came from England, $4,371.00 from Germany, $6,236 from Austria and $446.00 from Scotland.

We give below the total of the exports of various materials during the month of February:

Paper, Millboard and Rollboard	$5,380.00	50,061 lbs.
Pipe Covering and Cement	14,538.00	190,046 lbs.
Textiles, Yarn and Packing	44,084.00	59,632 lbs.
Asbestos Roofing	36,753.00	2,220,516 lbs.
Other Manufactures of Asbestos	30,706.00	120,989 lbs.

The details of these exports, that is, as to the country from which they came and the amount from each country can be had by anyone interested if they will apply to this office.

GOOD TEXTILE SALESMAN WANTED
Apply Box 12 A-1, Secretarial Service,
721 Bulletin Building,
Philadelphia.

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Automotive Products in Foreign Markets

A favorable outlook prevails in Brazil for automobile products, especially for small tonnage motor trucks. A comprehensive road building campaign is being waged—advantageous, of course, to motor traffic. Bad roads have always been a barrier to the motor market development in this Republic.

In the United Kingdom the motor market is glutted not only because of the general stagnation in trade and industry, but because large surplus stocks are being offered by the government on favorable terms and on extended credit.

In France the motor car and truck business is seriously stifled for American exporters by the 45 per cent. ad valorum import duty. The high cost of gas and backward trade conditions are also factors.

Depressed markets and general unsettled conditions argue against revival of the motor markets in Asia Minor and the Far East.

British and French West Africa are importing trucks in considerable volume for use in transporting raw products to railway, river and shipping stations. Tho there is a more or less scarcity of money importers are prepared to do business.

In British Guinea the motor truck importations are negligible chiefly because of the low price of sugar, their big industry.

The superior merit of American-made cars maintains the lead in Arabia where British military officers and wealthy merchants are the leading purchasers.

In Algeria the market is dominated by France, because of the equal exchange, proximity of the French market and the prevailing preference for the French taste and design.

The motor markets in Italy have been revived due to the action of the government in reducing by 50 per cent. the taxes on passenger cars.

In England taxes on motor cars are excessive and from best available advices there is no immediate possibility of their being reduced.

Automobile trade in the Netherlands is not so brisk as

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Paul Hammerich

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

THETFORD MINES - QUEBEC, CANADA

AFRICAN CARDED

. . . FIBRE . . .

Heat Resisting Cements, Roofing Cements and Paints

Long Fibres

PENNSYLVANIA ASBESTOS CO.

John A. Hovey, President

NORTH WALES, PA.

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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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formerly. While the American cars are preferred the importations are almost exclusively of European make because of the advantage in price, as well as because of the more favorable exchange rates.

In Germany the motor car business has improved almost 50 per cent. over last year. The number of cars in use July last was but 118,119. However, in order to protect home industries, there is a prohibition against the importation of foreign cars into Germany.

Grecian motor taste favors the American cars on account of their superior quality and practical features, tho the importations are not heavy.

Automobile Trade Among Farmers

A survey made of the prospects for motor car trade among the farmers last fall, brought out some interesting market analysis. The signed statements of 382 automotive dealers in 16 states, in answer to a questionnaire submitted, show conditions in the trade to be as follows:

Are Farmers looking at passenger Cars? Yes 46.5%. No 53.5%.

Are Farmers looking at trucks? Yes 29.3%. No 70.7%.

Anticipated passenger car sales this fall. Good 9.1%. Fair 27.6%. Poor 63.3%.

Will Farmers buy new cars or second hand cars when they start buying? New 77%. Second-hand 23%.

What is your best sales appeal? Utility 4.6%. Price 23.7%. Style 4.6%. Credit 6.9%. Quality 20.7%. Salesmanship 2.3%. Service 19.1%. Economy 18.3%.

Is there a trend toward any particular model? Roadster 5.8%. Five-passenger 61.1%. Closed car 33.1%.

What is the present attitude of Banks toward auto paper? Favorable 24.6%. Unfavorable 75.4%.

Compare buying power average farmer with average city man. Greater 27.9%. Less 23%. Same 49.1%.

Compare buying power average farmer with average small town man. Greater 27.2%. Less 18.9%. Same 53.9%.

What help do you want from manufacturers in re-

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gard to sales effort. General 15.8%. Price cuts 42.8%. Freight cut 3.3%. Credits 6.6%. Advertising 19.1%. None 10.7%. Deliveries 1.9%.

In pushing your farm trade, where would you prefer to see advertising? Farm Paper 51.3%. Newspaper 43%. Magazine 5.7%.

Real Captains of Industry

It is a common practice to refer to rich business men as "Captains of Industry." Such statements go unchallenged and, falling on the ears of the unthinking, create the general impression that the fellow who does well for himself is a great leader.

A look under the surface discloses the fact that the mere absorption of wealth or even knowledge does not fit a man for high callings or important tasks.

Elihu Root, after an active rough and tumble career of fifty years as a wonderful and clever lawyer, keen diplomat, powerful statesman and smooth politician, coming in contact with the largest problems and brightest minds in every part of the world, made these remarks a few days ago.

"All the sermons ever preached, all the books ever printed, working through the brain of man, cannot fit him for acceptance of the highest tasks that man is capable of. The development of character must come thru exercise of the virtues that make human character—mercy, compassion, kindly consideration, sympathy with fellow-men, unselfish willingness to sacrifice for others."

The so-called Captain of Industry, who has simply done well for himself, may have a mean, cruel, selfish and avaricious heart. But to be a leader and accomplish anything worth while, or, as Mr. Root says, fit "for the highest tasks," a man must have the right sort of a heart.

The only advancements worthy of note in American industry have been accomplished by trade associations. It is therefore our opinion that regardless of a man's individual success, the real Captains of Industry and those worthy of being called leaders in this country, are the men who have spent the time, talent and money necessary for the success of their trade associations.—*Bulletin of the National Federation of Construction Industries.*

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ASBESTOS



Bennett-Martin Asbestos and Chrome Mines
LIMITED



Head Office

Thetford Mines, P. Q.
Canada

General Sales Office

220 Broadway, New York

Mines Located at

Thetford Mines and Vimy Ridge

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NEWS OF GENERAL INTEREST

The American Society of Heating & Ventilating Engineers will hold a "two-city" meeting on June 6th to 9th. Sessions on June 6th and 7th will be held at the Hotel Iroquois, Buffalo; while June 8th and 9th sessions will be held at Hotel Wolverine, Detroit.

Automobile shipments for March reported by the National Automobile Chamber of Commerce indicate a marked improvement over the preceeding month. Rail shipments amounted to 25,210 carloads, compared to 19,636 in February, while driveways and boat shipments totaled 16,068 machines, against only 10,353 the month before.

Henry Ford's plan of an eight hour day and five day week results in practically one day of rest for every two working days thruout the year. With Saturdays, Sundays and Holidays taken out there would be 249 work days and 116 rest days in the year, or nearly every third day will be a rest day. Even those who favor an eight hour day are solidly of the opinion that the five day week is going too far. Those labor leaders who believe cutting down the length of week will give employment to more men and "make the work go around" to supply more jobs are basing their belief on an economic fallacy as old as industry itself. The general editorial opinion seems to be that "six days shalt thou labor" is still a good maxim.

The fire losses of Philadelphia for 1921, according to the annual report of Fire Marshal George W. Elliott of that city, aggregated $6,498,290. a decrease as compared with the preceding year, of $2,229,121. This is the first time that a decrease has occurred since 1915. There were 4,955 fires during the year, 65% of which were due to carelessness. Twenty-one lives were lost thru fire.

THE WIRE MARKET

The slight improvement in general business and especially the increased demand for copper in the brass trades and wire lines, has stiffened the copper market and prices for electrolytic copper seem firmly established at 13c for May and June deliveries; some producers claim to be sold out for these months and some "not anxious to sell at present."

The zinc market is steady tho buying by consumers continues light. Prime Western is quoted at 5.00 to 5.15 East St. Louis varying from prompt to July shipment.—*Standard Underground Cable Co.*

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NEWS OF THE INDUSTRY

Our readers will note from the cover page that "ASBESTOS" has changed its address to 246 N. 17th Street with entrance at 1701 Winter Street. We are most comfortably located at this new address and we hope that all our subscribers and friends will avail themselves at an early date of an opportunity to call on us at this new address.

Thru the courtesy of Dr. Richard V. Mattison, President, and Robert H. Anderson, Vice President of the Keasbey & Mattison Company, the Editor was recently given an opportunity to inspect and watch operation of a remarkably efficient new boiler house, coal unloading, crushing, piling and stoking equipment, installed at the plant at Ambler, Pa. This installation of coal handling machinery and steam producing equipment is most up-to-date and from our limited experience we should say that few, if any, plants in Pennsylvania, are better equipped for the mechanical production of high pressure steam. The labor saving is tremendous and the resultant efficiency unusually high.

The Rhode Island Covering Company, Providence, R. I., has adopted as their slogan "If it's PIPE COVERING—We do it," this appearing on the back of their envelopes and on their advertising matter.

I. L. Collins, formerly of Collins-Lotz Company, Hartford, Conn., has recently organized the I. L. Collins Company, with general offices at 75 Pearl St., Hartford. The I. L. Collins Company will sell and apply heat and cold insulation materials of all kinds, and special attention will be given to a full line of Asbestos specialties. An experienced and competent sales engineer will be in charge of the contracting department, and thru the use of only the highest grade materials and the employment of only the most expert and experienced asbestos workers, the company will be in a position to execute insulation contracts not only with dispatch but in a most workmanlike and satisfactory manner. Mr. Collins has been prominently identified with the Asbestos industry in New York City and thruout New England for the past fifteen years.

Practical experiments in radio telephony given in the laboratory of the Amateur Radio Association of Philadelphia, located at Broad and Girard Avenue, showed that fireproof panels and tubing of Asbestos Wood gave many advantages. No moisture can penetrate the asbestos wood and because of its construction it is adaptable for lighting switch bases.

We have just spent a profitable ten minutes looking over

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SAL-MO PRODUCTS

NOTHING CAN BE CREATED OR DESTROYED, but heat that is being wasted can be converted into useful energy.

There will always be some loss where heat is transmitted. All anyone can ask is that the waste be reduced to a minimum.

SAL-MO ASBESTOS INSULATION PRODUCTS, when properly applied, bring about this saving.

Our plant facilities are large, our experience has been broad. We are prepared to HELP YOU to GREATER SALES.

Write for Descriptive Booklet

Sall Mountain COMPANY

Marquette Bldg., 140 S. Dearborn St.
CHICAGO

NEW YORK CITY 141 W. 20th. St. — **Scranton, Pa.** — **BOSTON, MASS.** 268 State St.

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the 1922 advertising and sales promotion bulletin issued by the General Asbestos & Rubber Company. The plan contemplates the use of the Saturday Evening Post, Literary Digest. Life, Scientific American, the Quality Group, a number of automobile and power plant publications, dealer helps such as brake lining racks, data books, sample cases, etc., and distribution facilities capable of caring for the entire country. It will be very interesting to watch the development of this apparently logical and clearly well balanced campaign.

In the March issue of the California Mining Bureau journal, is given the following information concerning the Pacific Asbestos Corporation:

The Pacific Asbestos Corporation is the successor of the California Asbestos Company, American Asbestos Products Company, American Asbestos & Manufacturing Company and the Asbestos Producing Company of California, which in succession since 1904 have made efforts to exploit the property. The company owns 310 acres of patented land and has options on 300 acres adjoining it, in Secs. 15, 16 and 21, T. 1 N., R. 13 E., on the West side of North Fork of Stanislaus River. J. A. Voorhies., manager, 631 Phelan Building, San Francisco.

One thousand feet south of the north end of the property No. 3 adit has been driven north in the serpentine about 170 feet. This shows a good prospect of chrysotile asbestos. Between 200 and 300 feet south of this portal is a shaft now open about 90 feet deep on the side of the asbestos zone, and 300 feet east of it is a cut and tunnel 40 feet long. Both these show good asbestos prospects. Fifteen hundred feet south of these and 250 feet lower on the side of the river canyon, No. 1 adit has been driven about 250 feet; It is in harder serpentine which does not carry Asbestos in the same amount as in the upper workings, altho the fibre is in evidence on the surface between the workings. No. 2 adit is 80 feet long and a little above No. 1.

The upper workings mentioned above indicate a promising asbestos-bearing area about 500 feet long and 300 feet wide The company's engineer, W. J. Woolsey, claims that they have an area 2500 feet long north and south by 1000 feet east and west which is indicated to carry enough asbstos to pay a profit, but this was not all covered by the writer. Mill runs made some years ago are said to have shown about 5% fibre in stock taken from No. 3 adit. The fibre ranges up to one inch in length and appears to be of good quality.

Improvements and equipment include a concrete-covered camp building, ammonia refrigeration plant, 3 drill air compressor, 3 air drills, 2500 feet of air pipe line, blacksmith shop, 4 ore cars, 600 feet of track, electric motors of a total of 200 h. p., 3 miles of 17,000 volt electric line and some asbestos milling and screening machinery from a small mill formerly used experimentally. The company hopes to have a new mill in operation during the present summer, but has not yet begun construction. The property is seven miles from Copperopolis and about the

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same distance from the railroad at Chinese, which could be reached by bridging the river and repairing an old stage road.

A most attractive and informative booklet on "Insulations for Heat and Cold" has recently been issued by the Twin City Pipe Covering Company of St. Paul, Minn. Besides very attractive cuts showing the various kinds of insulations manufactured by the Twin City Pipe Covering Company and the terse descriptions under the cuts, the book contains some interesting tables on thermal conductivity, heat losses, saturated steam temperatures and so on. The book is of handy size, 7½ x 5½, and is evidently very carefully prepared.

According to the March 31st issue of Financial America, the Asbestos Corporation of Canada has declared the usual quarterly dividends of 1½% on the common and of 1¾% on the preferred stocks, payable April 15th to holders of record April 1st.

"ASBESTOS" recently had the pleasure of a call from Mr. J. S. McRea of the Bennettt-Martin Asbestos & Chrome Mines.

According to the monthly journal issued by the California State Mining Bureau, the California Asbestos Mining Company 400 Seventh Street, San Francisco, has taken a lease and bond on four claims on Clear Creek near Hernandez, owned by the Liberty Asbestos Company and commonly known as the Long-Ryan mine. Norris K. Davis is President of the California Asbestos Mining Company. Considerable chrysotile ore has been developed, it is said by open cut methods, and the company is now constructing a mill of the revolving hammer type in which it is planned to reduce the ore at the property and ship nothing but clean fibre.

According to our London correspondent certain owners of Asbestos Claims in the Transvaal, (Africa) have been negotiating with London manufacturers recently for the sale of their claims. Good white spinnable crude is reported as having been worked in considerable quantities in the Barberton District of the Transvaal. This is the asbestiferous area reported upon officially by A. L. Hall, Geological Expert for the South African Government, and odd lots of this Asbestos are to be found on the London market.

The flotation of the Orange River Asbestos Mines Limited, mentioned in previous issues, seems to have vanished into thin air. Nobody seems to know exactly what is happening.

The Braiding & Packing Works of America, Inc., have recently moved their factory and office to 250-252 Forty-sixth St. (Bush Terminal) Brooklyn, where new machinery has been in-

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Consolidated Asbestos Limited

MINES AT

THETFORD MINES, QUEBEC, CANADA
ROBERTSONVILLE, QUEBEC, CANADA

Miners of all Grades
OF
ASBESTOS CRUDE and FIBRE

EXECUTIVE OFFICES

Dominion Express Building
145 St. James St.
Montreal, Canada

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stalled. The former address of the Braiding & Packing Works of America was 647-49 Washington Avenue, Brooklyn.

Elwood J. Wilson, Mining Engineer, formerly located at 76 Cortlandt Street, New York City, on May 1st moved into new offices at Room 718, Borden Building, 350 Madison Ave., (at 45th Street) New York City.

We are advised by our Arizona correspondent that the Asbestos Clearing House, recently established in Globe, has been discontinued it evidently having been found unprofitable owing to the fact that no Asbestos was being produced nor sold.

We hope that when the Asbestos business again picks up this Clearing House will be re-established as it would appear to be a very sane idea and helpful to both sellers and buyers of Arizona material.

A Prospectus has been issued by Asbestos Quarries, Limited, recently incorporated under the laws of the Province of Quebec with head office at Black Lake, P. Q., Canada; authorized capital being $1,000,000.00 divided into common and preferred shares at $50.00 each.

The directors of Asbestos Quarries Limited are as follows: President, Orel Pare; Vice-President, J. O. Roy; Secretary-Treasurer, J. P. Roy; Director, Nap. Cloutier; Director J. E. Pare.

The property of Asbestos Quarries Limited consists of an Asbestos mine located at Coleraine, having an area of 120 arpents.

It is stated by this Prospectus that out of 6,795 tons of earth and rock removed from the main pit 3,500 tons after being worked thru the mill have produced

11¼	tons Crude run of Mine
29	tons Fibre testing 0-8-6-2
45¼	tons Fibre testing 0-0-10-6
85	tons Fibre testing 0-0-5-11
45	tons Floats

Any of our readers who are interested in reading the whole of this Prospectus can do so by either calling at the office of ASBESTOS or writing us and we will arrange to lend our copy.

U. S. Commerce Reports No. 1278 states that a building contractor in Greece urgently requires 2500 square meters of asbestos corrugated roofing. Quotations c. i. f. Greek port, stating sizes of sheets, weights, centers of supports necessary, including all necessary nails, etc., are requested. Payments by opening of credit in New York. References.

On April 18th, at his home in Wilkes-Barre, our friend and companion on many memorable occasions, Walter E. Steelman, passed to the Unseen Temple.

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It is impossible to write formally of Walter E. Steelman, because he was so essentially "a man's man."

Known well thruout the trade, a splendid sportsman, a devoted father and husband, nothing remains for us, of the living, save to strive to emulate his splendid courage in adversity, his serenity in victory, and his humility of spirit in the struggle called "life."

We have lost a real "man's man."

John W. Latchum, president, and Benj. T. Conwell, Jr., vice-president and treasurer of the American Insulation Company, Philadelphia, left April 15th, on a combined business and pleasure trip abroad. They will visit France, Spain, Holland and Germany. These gentlemen are expected to return May 20th.

We have been informed that Mr. Goodman of Asbestos Limited recently visited South Africa.

Captain Fryer, owner of certain asbestiferous ground partly on the Farm Joubertsdal, has recently returned to South Africa from England.

In the April issue we quoted from the Jersey City Journal concerning suit brought against the National Asbestos Mfg. Company by Thomas J. Brogan. Since mailing the April issue it has developed that Mr. Brogan had no contract or agreement with the National Asbestos Mfg. Company and the suit was therefore without foundation.

From the London Press we note that the Rhodesian & General Asbestos Corporation Limited has decided to increase the capital of the Company from £400,000 to £500,000 by the creation of 100,000 shares of £1, the purpose of the increase being stated as to "Consider the financial resources of the Company and enable the Board to distribute part of the accumulated profit by way of dividend, all the available resources of the company being at present locked up in the general business of the company and in the very large tonnages of graded Asbestos in London, on the water, and in South Africa."

It is with a great deal of pleasure that we extend birthday greetings this month to three prominent men in the industry: A. M. Ehret, president Ehret Magnesia Mfg. Co., whose birthday occurred on May 15th; S. Simpson, president of the Raybestos Co.. birthday date May 17th, and M. B. Barkley, vice president General Asbestos and Rubber Co., birthday date May 27th.

R. E. Kramig & Company, Insulation contractors of Cincinnati are sending out each month a very attractive calendar. This calendar contains an Indian girl picture on the front and Kramig's advertising story on the back. "ASBESTOS" was fortunate enough to be placed on the list of the Kramig Company and we appreciate this very attractive office calendar.

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PATENTS

Patent was granted on March 28th to Carmine Doino, Brooklyn, N. Y., for a heat insulating covering for pipes, described as comprising a body portion formed of corrugated strips spirally wound in lapped joint relation to each other, the corrugations of said strips extending transversely thereof. This patent was filed on September 14, 1920, Serial No. 396,150; was renewed September 27th, 1921, and given Serial No. 503,589.

Another patent which may prove of interest to manufacturers of Asbestos Paper was granted on March 28th to the American Box Board Co., Grand Rapids, Mich., Serial No. 436,296, and covering a method of cutting and corrugating paper.

BUYERS CLASSIFIED INDEX

Being a listing of those firms whose products are of particular interest to those in the Asbestos Industry.

Rate for listing supplied on application.

We hope to gradually make this listing of great value to our readers.

CARDING AND SPINNING MACHINES FOR ASBESTOS YARNS

Whitin Machine Works, Whitinsville, Mass.

ASBESTOS YARN MACHINERY

"The Standard of America"



Smith & Furbush Machine Co.

Philadelphia Penna.

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ASBESTOS
USACO

United States Asbestos Company
General Office: Lancaster, Pa.
Mills at Manheim, Pa.

MANUFACTURERS OF

ASBESTOS
BRAKE LINING
CLUTCH FACINGS
FABRICS
LISTING
PACKING
TAPE
YARNS

Branches
New York Boston Chicago

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TRADE
MARK
IMPERIAL BRAND



IMPERIAL
All Asbesto- Pipe Covering with Water-proof Jacket for Outside Lines. Especially adapted for Train Pipe Insulation.
INDESTRUCTIBLE

H. F. WATSON CO.

Main Office and Factories **Erie, Pa.**

79 MILK ST. BOSTON

5331-9 SO. WESTERN AVE. CHICAGO

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Established 1897

Ehret Magnesia Manufacturing Co.

VALLEY FORGE, PA.

Magnesia Manufacturers Since 1897

Our entire resources, plant, men and money are almost exclusively engaged in producing 85% Magnesia Pipe and Boiler Covering in sections, blocks and plastic for the saving of steam, heated and super-heated, and in this we stand alone.

"Ehret's 85% Magnesia"

Known by Engineers and Steam Users on Sea and Land as

The Universal Coal Saver

Specify it When Seeking a Permanent Steam Saving Investment

EXECUTIVE OFFICES AND FACTORY: VALLEY FORGE, PA.

BRANCH OFFICES: NEW YORK, PHILADELPHIA, CHICAGO

Expert Representation in All Important Cities

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AMERICAN ASBESTOS COMPANY

Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

Headquarters for Yarns, Cloth, Tapes, Fibres, Brake Linings and Textiles Generally

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