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Vol. 5 APRIL 1924 No. 10

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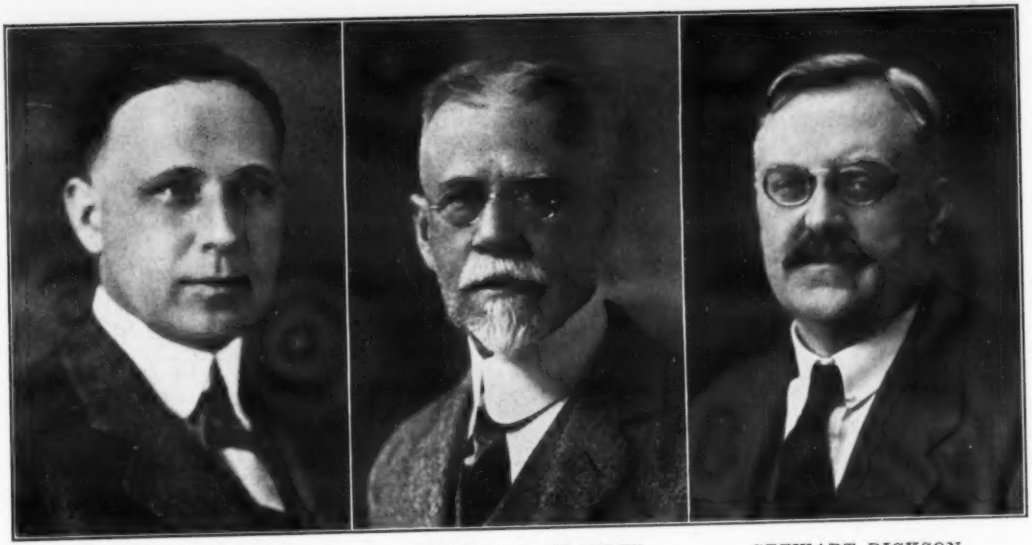
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LAUNT LINDSAY

of the Lindsay Asbestos Products Company, Rochester, N. Y., one of the newer entrants in the contracting and distributing field.

ROBERT A. KEASBEY

President of Robert A. Keasbey Company, of New York City, surely needs no introduction. He is one of the pioneers in the insulation contracting business.

STEWART DICKSON

of Stewart Dickson & Company, New York City, a short biography of whom appears on page 11 of this issue.

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House Insulation

Some day, possibly not so far in the future as would appear at present, we will have houses in which we can be perfectly comfortable, no matter what the climate, or whether the temperature be soaring around the nineties, or dropping below the zero point.

Already we are working toward this end, altho, to be candid, we have not gotten very far along the way.

Let us glance backward a couple of hundred years and see what has been accomplished. In the eighteenth century our great, great grandparents' houses were built sturdily, for they had to resist not only the storms which our modern houses must withstand, but the attacks of Indians and of wild beasts as well. Therefore, while they were put together strongly, they were not fitted exactly, and wind and snow blew in around the window frames, at the door jams, sifted in thru and under the roof.

In those days even the cookstove had not been invented

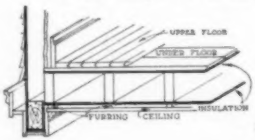


Fig. 1

Insulation of floor over an open piazza

Sketch by Courtesy of Architectural Forum

and the only means of heat was the huge fireplace, where a large part of the heat went up the chimney, and what was left burnt the faces of those near it but, alas, left the unlucky ones on the outside of the circle, half frozen.

Little did those sturdy forefathers care for the cold, for they were hardy and thru many winters' experience, had grown accustomed to cold.

Still less did they care that heat was wasted. Why worry about the waste of heat when it could be gotten for the mere price of chopping down a tree, and trees there were in abundance.

Later, when wood was not quite so plentiful, when coal began to be used, when the sturdy pioneers of those early days were replaced by less sturdy sons and daughters, and the roaring fires of the huge fireplace gave way to the more gentle warmth of cookstoves and "parlor" stoves, then it was that dwelling places were built, while

of the newer entrants in the contracting and distributing field.

is one of the pioneers in the insulation contracting business.

11 of this issue.

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perhaps not quite so substantially, yet more exact in workmanship, so that not quite so much heat escaped. This might be called the first attempt at insulation—for they tried to prevent the loss of heat.

The next step came quite a bit later, when someone found that stone houses were warmer than wood.

Then came the cellar furnace, and by that time heat was valued more highly, and since the furnace was a luxury, and the material it burned cost money, people began to ask if there was not some way in which heat could be conserved. So the pipes were covered with some kind of material—and later the boiler was daubed with cement.

Even before the house furnace came into being, there were boilers in industrial plants, which must, by their

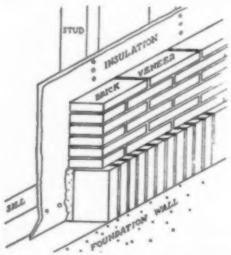


Fig. 2

Insulation applied to outside of studs instead of ordinary boarding

Sketch by Courtesy of Architectural Forum

steam, generate power for the whole plant, and boilers in ships, steam for which was used as motive power for the ship.

In these places it was found so hot near the boilers and pipes that protection from heat rather than the saving of it, forced the mind of man to contemplate the idea of insulation.

In those days almost anything was used to cover the boilers—in some instances old carpet, daubed over with cement, covered the pipes.

But at the moment we are not interested in industrial insulation problems, so much as in the insulation of dwelling places.

Of what material the first pipe insulation used in houses was made, I doubt if anyone knows. Now we have air cell covering, wool felt, etc.

So far, you see, we have progressed only to the point

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where the pipes and boilers of our furnaces are insulated. Not much progress in three centuries, when we consider that our forefathers did not even have pipes to insulate.

But there are many other ways in which houses could be and can be insulated, and conserve the heat which is daily being wasted. Weather stripping around doors and windows might be classed as a form of insulation, and during the last few years this is being done almost universally.

But beyond that, what about the large amount of heat which escapes thru the walls, thru the floor, thru that cold attic which in these days of high priced coal is seldom heated unless in constant use? What about the bay window, or the room over the side porch, where your feet nearly freeze because of the cold floor?

What about the spaces between the studs which are often found open from top to bottom, allowing the passing of air from the cellar?

These cold spaces, coming in contact with the warm air from the heater, simply cool the warm air, and the coal used in producing that heat might just as well have been left in the mine for all the good it has done.

There are several methods of insulating walls and ceilings and floors. With the permission of Architectural Forum we are reproducing sketches, which appeared in that magazine several months ago. The author of the article with which these sketches appeared, mentions cork board as the insulator in sheet form which is most used. Where

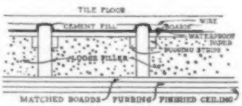


Fig. 3

Asbestos sawdust, shavings, mineral wool or other materials may be used as loose filler.

Sketch by Courtesy of Architectural Forum

loose filler insulation is used (See Fig. 3) he suggests that the spaces between the joists be filled with sawdust, shavings, mineral wool, asbestos or other forms of loose material.

A few years ago a firm was experimenting on an insulation for cold storage houses, in which it was proposed to use a short grade of asbestos fibre as the filler between two layers of rigid material, this forming the partitions. The experiments, however, so far as we have knowledge, were never concluded.

Filler used in this form of insulation must have cer-

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tain special characteristics; for instance, it should be a poor conductor of heat, inert, fireproof, not subject to rot or decay, sanitary so that it may not become the breeding place for germs, insects or small animals, besides which one other point would have to be considered—cost.

It is quite probable that in time our houses will be so insulated from outside heat or cold, that we will be able to maintain an even temperature the year round.

No one, at least no one in America, likes to be cold, and many will pay exorbitant prices for the privilege of keeping warm. At the same time, when coal is soaring year by year, the difference must be met somewhere, and the best way to do it seems to be to utilize every heat unit in every piece of coal.

The possibilities of the insulation problem are legion—the asbestos manufacturers and contractors should get their share.

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Little Stories of Success

IV. Prompt Service

When we asked Mr. Stewart Dickson, president of Stewart Dickson & Company, wherein lay the secret of his success and that of his company, he replied, "just sticking to it."

It seems to us, however, that while Mr. Dickson "stuck," he also went steadily forward.

Coming to this country from Liverpool, England, in 1895, he was employed by the New Jersey Asbestos Company as a benchhand in the making of packing and gaskets. Thus he began his work in the packing line (his specialty) at the very bottom, and was thoroly informed on the manufacture of the material before he attempted to sell.

Mr. Dickson's profession before coming to this country was that of marine engineer, and consequently, while engaged in making the gaskets and packings, he could apply his knowledge of the requirements of the marine field, and form an opinion as to the fitness of the different varieties for those several requirements.

Mr. Dickson did not stay very long in the factory, but soon went on the road as salesman. He was then promoted to the office of branch manager, and finally to that of general manager, this all in the short period of fifteen years.

In 1910 he started in business for himself under the name of Stewart Dickson & Company, but, owing to the failure of the European American Bank at about that time, was compelled to start, as he terms it, "on a shoe string."

Mr. Dickson's first store was located at 109 Broad street, New York City, the monthly rental being $30.00. Rental of his present location at 114 Broad street, is $250.00 a month, and he is represented by agents in four of our large coast cities. Tho handicapped by lack of capital, the first year's business totalled $18,500; in 1919, the peak year, the company's turnover was $375,000. The company was incorporated in 1912.

Mr. Dickson's experience in the marine field led him to specialize in that branch of the packing line, and also taught him many things which were valuable in his busi-

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ness later on. He knew, for instance, just how valuable is time in the engine room of a steamer, and just how much inconvenience and trouble delay in delivery would cause. It was because of this knowledge that *promptness* is a special feature of Stewart Dickson Company service. "We have never yet," said Mr. Dickson, "failed to keep our word when delivery was promised at a specified hour, no matter what the cost."

Mr. Dickson was recently elected treasurer and general manager of H. B. Potter, Inc., Plainfield, N. J., a United States affiliation of the English company, H. B. Potter, Limited. He still retains his interest in and managership of Stewart Dickson & Company.

Methods of Figuring Overhead

Extracts From an Address By Arthur P. Lamneck, of Columbus, Ohio, Before a Meeting of the Sheet Metal Contractors' Association of Cincinnati

No business can successfuly operate for any great length of time unless its plan includes in some way a sufficient amount in their estimates or charges to customers to care for not only the material and labor, but also the overhead expense. If these items of cost are included in an estimate and then a percentage added for profit, there is no question but that a business so operated will be a profitable business.

There are a great many methods of figuring overhead expense. Some figure a percentage on the cost of labor and material; others figure a percentage on the selling price of a product; while others figure percentage on the dollars in a productive payroll; and others figure a certain amount per hour on the productive hours of a payroll.

I favor the last plan and before illustrating this method I might say that by "productive hours" I mean any labor which is directly chargeable to the job you are doing and for which you receive directly compensation from your customer. By "non-productive hours" of payroll, we mean that part of your organization which performs the labor necessary around your establishment, but for which you do not receive pay from your customer directly because

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of the fact that he does work on all jobs and not on any particular one.

To illustrate the methods of the system that I consider the most feasible for your business, it is necessary for us to start out with an imaginary business.

Let us assume a man has $5000 to invest in a sheet metal business in the way of equipment, etc. He does $50,000 worth of business and in order to do this he employs three men and three helpers who work eight hours per day each for 300 days, and we will also assume that these men work on nothing but productive labor. You will find that if they work as above outlined, by the end of the year they will have worked 14,400 hours. Now let us estimate the amount of overhead expense in a business of this kind, which will be approximately as follows:

Rent—$62.50 per month	$750.00
Interest on $5000 Investment	300.00
Salary of Proprietor	3,000.00
Bookkeeper	1,500.00
Driver of Truck	1,000.00
Taxes and Compensation	175.00
Insurance	50.00
Dues in Association	10.00
Loss of Time	1,260.00
Interest on Borrowed Money	300.00
Loss on Bad Accounts	300.00
Depreciation on Equipment	400.00
Auto Expense—Ford Coupe	450.00
Auto Expense—Ford Truck	450.00
Postage and Stationery	50.00
Advertising	200.00
Chamber of Commerce Dues	25.00
Spoiled and Damaged Material	500.00
Vacation for Proprietor	250.00
Total	$10,970.00

Now if the whole number of hours worked is 14,400 and the total overhead expense is $10,970, the overhead expense per hour, based on the number of productive hours worked is 77c per hour. In estimating, your estimate would appear something like this:

Material	$100.00
Labor—Mechanic, 24 Hours	24.00
Labor—Helper, 24 Hours	9.00
Overhead Expense—48 Hours at 77c per hour	36.96
Profit—25% to net 20% on Sales	42.64
Total	$213.20

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There are two items in the list that I would call particular attention to, and they are *"Loss of Time"* and *"Spoiled and Damaged Material."* to which the average sheet metal contractor pays no attention.

How many times have your men been late on a job and their time cards call for full time. Also, how many times have they left their jobs before quitting time and their time cards call for full time.

I estimate that in any business working three mechanics and three helpers for a year, the loss of time you must pay for is at least $1,260.00, and I also estimate that in the average shop working three mechanics and three helpers. the spoiled and damaged material you know nothing about would amount to $500.00. These items are certainly as much overhead expense as interest.

Another thing that can be said for this system is that if the records are approximately correct, you can tell what the overhead is at the end of each week, at the end of each month, or at the end of six months, so that if you were using a rate per hour based on last year's expenses, you would readily know if the conditions were changing either more or less favorably, and you would have an opportunity to either increase your rate per hour for overhead or decrease it, or leave it as it is. The average business does not know until the end of the year whether they have made a profit or not, and they also do not know what the overhead expense is until the end of the year, and some of them do not know even then.

Editor's Note:—The above while written for the sheet metal contractor, would seem to apply almost equally as well to the pipe covering contractor, which is the reason for its publication in "ASBESTOS."



There were three young ladies employed in responsible positions as waitresses, spending an enjoyable Sunday afternoon out in the park listening to a band concert. As one selection was being rendered, one of the ladies spoke up and said "I know what that piece is. It's the Sextette from Lucia." "I'm sorry," said another, "but you're wrong. It's the Toreador's Song from Carmen."

The third one offered to settle the argument by going up and looking at the sign near tne band stand. When she returned she said "You're both wrong, they're playing the 'Refrain from Spitting'."

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EDITORIALS

The Contractor's Problems.

A letter written to a long list of contractors and distributors of asbestos materials, in an effort to learn what sort of editorial matter would prove most helpful to that particular group of our readers, brought a number of replies and a long list of subjects.

A brief tabulation of these subjects shows that they include

Functions and objects of employers' trade associations.

Suggestions for a National Association of Contractors.

Increasing the efficiency of the asbestos worker.

Application of insulation by customers' own workmen.

Asbestos cement, as to quality, ingredients, etc.

Determining rate of operating expense.

Caring for peak business in the insulation line (principally in August).

Figuring of overhead.

Estimating of labor and other cost items.

Tendency of some contractors to sell below cost.

Peddling of business by the steamfitter or plumber.

Standard specifications.

Quite a list, is it not? Some of these subjects are discussed in this issue, note particularly the article on page 12 on overhead. Of course it isn't possible to treat them all this month, but each month we will dig into one or another of the subjects and try to unearth some real suggestions.

In this effort we want frank discussion of the various subjects by every contractor who reads "ASBESTOS." When you read this pick out one of the subjects and then sit down and let us have your thoughts on it. And as the subjects are discussed, come back at us with other arguments, contradictions if necessary, comments and suggestion.

Your opinion may be worth a lot to somebody else, and that of somebody else may be of value to you.

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City Building Codes and Insulation.

An inquiry which reached us a week or so ago opened up a rather interesting subject. The question asked was whether any city building code required the conservation of heat in apartment buildings, dwellings, etc., by means of asbestos or magnesia coverings.

It so happens that we have here building codes from several cities, obtained for another purpose. The cities represented by these codes are rather scattered, covering:

New Haven, Conn.	Providence, R. I.
Salt Lake City, Utah	Jacksonville, Fla.
Nashville, Tenn.	Fort Worth, Texas
Denver, Colo.	Phoenix, Ariz.
Spokane, Wash.	Birmingham, Ala.
Lowell, Mass.	San Diego, Calif.
Hartford, Conn.	

A careful study of these building codes brings to light one or two very interesting facts. For instance, many of the codes contain a paragraph something like this:

"Where hot air pipes are enclosed in wooden partitions, they shall be standard bright tin, tight joints without soldering them, and shall be securely covered with asbestos at least one-eighth of an inch thick, wrapped with wire and securely fastened so as not to slip down, etc."

Of course this provision is made for fireproofing purposes only, there being, we dare say, no thought in the minds of the city officials of insulation; and equally of course, the wrapping of a pipe with 1/8" (or any other thickness) plain asbestos paper, *does not* insulate it.

A number of the codes state that "All steam and hot water pipe coverings shall consist of fireproof materials only," but in no way make the use of insulation necessary.

Among the codes mentioned, we find but two which specify that insulation must be used. They are:

Phoenix, Ariz.: "Heating boilers shall be incased on sides and top by an incombustible protective covering, not less than 1½" thick."

"Pipes used for conveying live steam under high pressure shall in no case be brought within eight inches of any woodwork, unless protected by a fireproof pipe covering at

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least one inch thick, when the distance may be decreased to not less than two inches."

New Haven, Conn.: "Horizontal hot air furnace pipes shall be placed at least six inches below wooden floor beams or wooden lath and plaster ceiling; if the floor beams or ceilings are protected by metal lath and plaster, or if the woodwork be covered with loose fitting tin, or the pipe be covered with at least one-half inch of corrugated asbestos, the distance from the woodwork may be reduced to not less than three inches.

But you will notice that in both cases the purpose is *fireproofing*, rather than *insulation*.

In fact, in wasteful America, why should building codes insist on the conservation of heat or coal. That is purely the business of the owner of the building. Some day perhaps, when the nation begins to conserve its natural resources, ordinances for the saving of coal will be insisted upon.

We wish all our readers would look up the building codes in their respective cities and write us what reference, if any, is made to insulation.



Elimination of the Middleman?

Among the many annoyances that daily beset the insulation contractor's path, one which has been mentioned to us frequently is the tendency of the large industrial concern, and in some cases the steamfitter and plumbing contractor to have insulation applied by their own mechanics instead of having it done by the legitimate insulation contractor.

"We have plenty of mechanics here who can put on that pipe covering when they aren't so busy, and as we employ them regularly, the application work can be done for practically nothing, so we are in just that part of your estimate covering labor, etc."

So reasons the head of the large industrial plant, and his reasoning looks logical at first glance. He may find out later, however, as most of them do if they take the trouble to keep tabs on the work, that the saving is only apparent and not permanent. It is almost impossible to get a neat looking job when it is done by mechanics unfamiliar with

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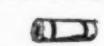
the work. And above and beyond that, the job applied by the inexperienced mechanic will generally show a lesser economy in heat saving (due to improperly covered joints, etc.) than one done by the trained asbestos worker.

In one case a salesman for 85% magnesia tried in vain to convince the customer that it would pay in the long run to have the work done by the insulation contractor. The estimate on the application ran about $600.00 and naturally the customer could not see around that six hundred. Finally, the salesman gave up in despair, took the order for material only and the goods were shipped. Later, happening to stop in, he found the engineer of the plant and the master mechanic, both on top of the boiler, one holding a piece of magnesia block and the other sawing it. It is not stated how much the time of these two men was worth, nor how much time they were forced to spend on the insulation job before it was completed, neither is it known how much their own work suffered in their absence.

Apart from the amusing and exasperating sides of the problem, however, there is another which gives real concern, viz.: Is this tendency of manufacturers and steamfitters working toward the elimination of the insulation contractor as the middleman?

Contractors are urged to send us their suggestions for the combating of this evil. How do you convince your customers that it will pay in the long run to have the job done right by the trained asbestos worker?

WISDOM is knowing what to do next, SKILL is knowing how to do it and VIRTUE is doing it.



Joe—Hello! What's the trouble?
Louie—I've been speculating in stocks.
Joe—Were you a bull or a bear?
Louie—Neither; I was an ass.

Desirous of getting in touch with manufacturers who have for disposal scrap Asbestos, metallic yarn, mattresses, cloth, packings, etc., **Address Box 4 R E-2 "ASBESTOS".**

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Asbestos Mines Limited

Mine at East Broughton, Que.

Head Office
JACOBS BUILDING
Montreal

Branch Offices
Paris Hamburg Yokohama

ALL STANDARD GRADES OF FIBRE
and
ASBESTOS CEMENTS

SPECIALTIES:
No. 7 ASBESTOS CEMENT
Largest Covering Capacity

ASBESTOWALL
for Plaster Purposes

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Production Statistics

Canada.

It is always interesting to compare production of the various Canadian grades of asbestos from year to year, and also of interest to see how Canada's production compares with that of other countries. The graphs on the opposite page will give you this information at a glance.

Below we give the figures for sales and stocks on hand. Note that the figures in the graph do not include figures for asbestic, and all quantities given are figured in *short tons*:

SHIPMENTS AND SALES

	1923			1922		
	Tons	Value	Av. per Ton	Tons	Value	Av. per Ton
Crude No. 1	400	$ 189,215	$472.60	467	$ 302,932	$648.68
Crude No. 2	2,743	650,845	237.29	1,905	515,442	265.32
Crude Run of Mine	636	112,468	176.86	....	.....	....
Spinning Fibre	11,417	1,408,518	123.37	6,675	1,386,472	207.71
Shingle Fibre..	16,153	921,546	57.05	9,651	781,732	81.00
Paper Stocks and Others ..	185,455	4,081,668	22.01	141,631	3,066,490	21.65
Total	216,804	$7,364,260	$33.97	160,329	$6,053,068	$37.75
Asbestic	16,171	17,794	1.18	16,011	15,403	.96
Total	232,975	$7,382,054		176,340	$6,068,471	

STOCKS ON HAND

	December 31, 1923			December 31, 1922		
	Tons	Value	Av. per Ton	Tons	Value	Av. per Ton
Crude No. 1....	1,462	$ 671,698	$459.43	1,105	$ 694,681	$628.67
Crude No. 2....	2,532	605,091	238.97	3,093	972,036	314.27
Crude Run of Mine	567	123,581	217.95	....	.....	....
Spinning Fibre.	9,772	1,207,525	123.57	11,505	2,421,724	210.49
Shingle Fibre..	11,606	670,941	57.81	8,596	717,713	83.49
Paper Stock And Others..	18,425	315,396	17.11	17,902	868,430	48.51
Total	44,364	$3,594,332		42,201	$5,674,584	

The preliminary statement on mineral production in the Province of Quebec, from which the above figures are taken states that the values given for stocks on hand at December 31, 1923, were calculated at market prices ruling at the time of production.

Rhodesia.

Production in Rhodesia for December 1923, is as follows:

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Black Lake Asbestos and Chrome Company
LIMITED

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

Mines at Black Lake, Que.
Canada

CRUDES and FIBRES
Shingle Fibres a Specialty

Head Office
Jacobs Building
MONTREAL

Branch Offices
Paris Yokohama Hamburg



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	Tons	Value
Bulawayo District—		
Birthday Willoughby's Con. Co., Ltd. (undeclared for March and November 1922)..	28	£ 556
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)..	511	7,659
Pangani (J. S. Hancock)	29	350
Shabanie (Rho & Gen. Asb. Corp. Ltd.)....	526	13,166
Victoria District—		
Gath's (R. & Gen. Asb. Corp. Ltd.).....	367	9,180
King (Rhod. King Asb. Co. Ltd.).....	130	2,612
	1,591	£33,523

A summary of Rhodesian production for the year 1923, compared with that for 1922, follows:

	1922	1923		1922	1923
	Tons			Tons	
January	557	1,708	August	1,711	2,020
February	380	1,218	September ...	1,558	2,062
March	436	886	October	1,667	2,352
April	939	1,693	November	1,799	1,642
May	828	1,642	December	1,858	1,592
June	1,068	1,617			
July	1,442	1,929	Total	14,243	20,361

Union of South Africa.

Shipments and sales from Union of South Africa for December 1923, were:

Transvaal	390	£ 7,739
Cape	400	4,750
	790	£12,489

Shipments by months for the year 1923, comparing with 1922 are:

	1922	1923		1922	1923
	Tons			Tons	
January	270	628	August	361	634
February	226	794	September ...	281	667
March	433	807	October	474	557
April	285	651	November	352	589
May	202	707	December	829	790
June	322	773			
July	349	700	Total	14,384	8,387

Value of shipments for 1922 was £80,662; for 1923, £121,453.

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Hollywood Asbestos

Within the last few years more interest has been taken in the Amphibole variety of Asbestos. The latest entrant in the amphibole field is the Asbestos Mining & Manufacturing Company, at Hollywood, Georgia, where there is a large deposit.

The Asbestos Mining and Manufacturing Company, (owned by investors resident in Nashville, Tennessee, and Florence, Alabama) has taken over this deposit and there has been expended about $100,000 in its acquisition, development, remodeling of the plant and in experimental work.

The President, Wm. B. Shelton, has been persistently working on the development of the project for some time. Mr. Abb Landis is Managing and controlling director and is heavily interested financially.

The active management of the Company is in the hands of Mr. L. B. Reifsneider who has had wide experience in this line of business.

These men purchased the property about a year ago. They have made extensive improvements; have put in new machinery and mills for fiberizing the rock and segregating the fibre from the grit. They have successfully demonstrated that the solid rock and fibre are adapted to many uses not heretofore known.

It is well known that the Canadian Asbestos breaks down when subjected to a temperature of from 1200 to 2800 degrees F., but tests on Hollywood amphibole show it can endure as much as 6000 degrees F., without breaking down or fusing.

Bricks were recently sawed from the Hollywood amphibole rock and tested in comparison with the best fire brick obtainable and while the Oxy-acetylene flame destroyed the fire brick, it could not materially change the amphibole block of equal dimensions under the same test.

Subjected to as strong an acid as could be procured, Chrysotile fibre was totally destroyed, whereas the Hollywood amphibole fibre remained intact and was not noticeably affected.

Being highly acid resistant, the Hollywood fibre is adapted for use as a filtering medium and clarifier in many Chemical Industries.

Hollywood Asbestos has been successfully used in flooring and other commodities of like nature, having been used in flooring of the Y. M. C. A. building, Sears-Roebuck and other large buildings in Chicago and elsewhere.

The ore reserve on one property owned by the Asbestos Mining & Manufacturing Company is estimated at 150,000 tons, while another property a few miles away, which has not as yet been explored or developed, shows outcroppings for over a mile.

Specimens of the Hollywood amphibole rock are in the office of "ASBESTOS" and may be examined by anyone interested.

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For Heat and Acid

Hollywood Asbestos

Best by Test

Hollywood Asbestos *is the best* for refractory purposes requiring extreme heat resistance.

Hollywood Asbestos *is the best* where high acid resisting qualities are required.

Hollywood Asbestos *is the best* for insulating and high temperature cements.

Hollywood Asbestos *is the best* for composition flooring and tiling.

Hollywood Asbestos *is the best* for shingles, roofing tile, roofing paint, stucco, wall-covering.

Hollywood Asbestos *is the best* for boiler and pipe covering.

Hollywood Asbestos *is the best* short-fibre Asbestos.

In White and Buff

"*Proof of the Pudding is in the Eating*"

Put It to the Test **Send for Samples**

State your needs to

Asbestos Mining and Manufacturing Co.
Hollywood, Georgia
or **E. Schaff-Regelman,** *Distributor*
220 Broadway, New York City

HOLLYWOOD PUT *BEST* IN ASBESTOS

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Allbestos Corporation

High Grade Asbestos Textiles

Yarns, Brake Linings
Clutch Facings
Listings
Plain and Metallic Asbestos Cloth
Wick, Rope and Asbestos Specialties

Manufactured directly from the raw materials to the finished product in our own factory.

Belfield Ave. and Fisher's Lane
LOGAN, PHILADELPHIA

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The Oldest House of Its Kind in the South

It was in 1881, almost a half century ago, that Richard H. and Samuel A. Wallace formed a partnership, trading under the firm name of Wallace Brothers, and engaging in the sale of supplies for engine rooms, steamships and factories, in Baltimore.



D. HENRY BUHMAN
Proprietor of Wallace & Gale Company

Sometime later 85% magnesia made its bow to the industrial public as an insulation material, and revolutionized the then little known art of heat insulation. Samuel A. Wallace, who resided in Plainfield, N. J., first heard of

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85% magnesia thru his acquaintance, Dr. Richard V. Mattison, and Dr. Mattison offered Mr. Wallace the sales agency for 85% magnesia pipe covering, which at that time was sold not only for covering steam pipes but cold water pipes as well. Strangely enough, it seemed to serve the latter purpose as no complaints were received, possibly because there was nothing else on the market which was any better.

Robert L. Gale was at that time a young man in the employ of the Wallace Brothers, and in January 1897, Mr. Gale was taken into the firm and its name changed to Wallace Brothers & Company. During September of that same year (1897) Richard H. Wallace died and the name of the firm was changed to Wallace & Gale. Upon the death of Mr. Gale in April 1918, the name was again changed, to Wallace & Gale Company.

So came into being Wallace & Gale Company, "the oldest house of its kind in the South".

The present head of the firm is D. Henry Buhman, who came with the company as a salesman in 1903, was admitted into the partnership some years later, and on the death of Mr. Gale, became proprietor.

Mr. Buhman was born in 1872, in the city of Baltimore, and received a public school education. When a young man he entered the wholesale grocery business, which he left to come with Wallace & Gale. Mr. Buhman has had a long and varied experience in the insulation field and is well known thruout the asbestos industry.

Associated with Mr. Buhman are J. Albert Taylor, in charge of sales, roofing department; T. Howard Coster, in charge of sales supply department; L. Carroll Ownes, in charge of estimating department, roofing; and Harry P. Davids, in charge estimating, pipe covering department.

In the earliest days of the firm their volume of business approximated $25,000; during the recent war period it reached $500,000, and while, of course, it has fallen off materially since the war, it is again fast approaching the high water mark.

Wallace & Gale Company handle a full line of insulation materials, as well as asbestos packings, textiles, shingles, paper and millboard.

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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

WRITE FOR PRESENT PRICES

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Carey

ASBESTOS and ASPHALT PRODUCTS

85% MAGNESIA

ASBESTOS FIBRE
Eight Standard Grades

MAGNESIA
Carbonate of Magnesia Powder
Pure Carbonate of Magnesia Blocks
Light Calcined Magnesia
Heavy Calcined Magnesia
In Technical and U. S. P. Grades

ASBESTOS AND MAGNESIA
PIPE AND BOILER COVERINGS
A correct heat insulation for each condition

ASBESTOS ROOFINGS
ASBESTOS PAPER AND MILLBOARD
INSULATING AND HIGH TEMPERATURE CEMENTS
BOILER SETTING CEMENT
ASBESTOS ROPE AND WICK PACKING
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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MARKET CONDITIONS

Possibly the most encouraging report we have seen anywhere on general business conditions, encouraging that is, from the asbestos man's point of view, is the statement made by B. C. Forbes, who says "No person can move about the United States without becoming impressed by the vigorousness of current business and, especially, *building activity.*

For building activity is both directly and indirectly an index to the future prosperity or otherwise of the asbestos business. Directly, more industrial building means the use of more high pressure insulation, more packings and the numerous other asbestos articles used in the machinery which equips the modern industrial plant; more residential building means more low pressure insulation. Indirectly, more building of any kind means employment for more men, and this has almost a direct bearing on the automobile, and consequently the brake lining market, as well as other markets with which asbestos is concerned. There is hardly an asbestos product but can trace its increased or decreased demand to building activity.

In general business is regarded as good and likely to continue so, altho affected considerably by presidential year and all the evils (and this year they are many) which it entails.

Raw Material.

The asbestos mining situation continues to give concern to all engaged or interested in that division of the industry. On April 1st the Mine Operators got together at the Canadian Club in New York for the purpose of talking things over. The result of the conference was rather disappointing since very little, if any progress was made toward the solution of the operators' problems.

The Financial Times of Montreal has been devoting much space recently to editorials bearing directly on the Asbestos situation. It is impossible to give even the gist of these lengthy articles here, but a quotation from the latest one, the author of which is not known, will perhaps serve to show which way the wind blows:

"The asbestos industry of Canada should be controlled by the Dominion or the Province, it matters not which, under a licensing system; the production should be limited and the limits established only after careful study of world conditions from time to time; the grades should be definitely standardized; the production and shipments should be inspected by government inspectors, as in the case of spirits, wheat or timber, and in connection with all this, a minimum price for each grade should be established, which price would reflect world conditions, would yield a fair return to capital, and labor, and would yield the respective governmental units tax returns commensurate with the importance of the industry."

Briefly, the Asbestos Mining Industry everywhere is in a very unenviable position, and it is pretty certain that if the mine operators themselves do not act, the laws of economics

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will become operative to the extent that prices will be forced upward.

Insulation.

One manufacturer of 85% Magnesia reports that he is sold up for several months ahead.

Prices on Air Cell Covering in the East are reported as being even lower than last month, not a promising sign when they were too low then.

Contractors in general report good business with plenty in prospect.

Paper.

Prices on Asbestos Paper and Millboard are holding fairly firm, and while conditions are promising, they do not look as good now as they did during January. January and February were both extraordinary as to volume. Prices are not what they should be, however.

Textiles.

In the textile line packings are reported very dull, which means, of course, that yarn and cloth follow suit, but increased business is looked for during the spring and summer.

Brake Lining manufacturers report an increase in business during the past month altho orders are not up to expectations. It is commonly believed that buyers are holding off believing that the bottom of the market has not been reached. Numerous rumors regarding price quotations are in circulation but most of them when traced are found to be without foundation. Buyers continue their old practice of trying to play one manufacturer against the other.

Shingles.

Brisk demand is reported, but competition is very keen.

In Europe.

Exception has been taken by the Belgian and Italian manufacturers of Asbestos goods, to the statement made by our English correspondent in the February issue, which in effect placed the blame for the low price market on the Belgian and Italian manufacturers. The latter claim that the blame rests just as much, if not more, on the English manufacturers and further that the English have been quoting prices which have completely ruined several of the continental markets. No matter where the blame lays, it is a matter to be deplored by all.

Our English correspondent says:

Prices in England continue to fall. One of the largest asbestos manufacturers in the country has just published a substantial reduction in textiles, i. e., yarn, plaited packing and cloth, presumably with a view to meeting the low prices of foreign competition rendered possible by the depreciated exchanges; otherwise the moderate revival in the engineering and shipbuilding industries has produced increased inquiries and in some quarters substantial orders have resulted.

Inquiries for long blue crude both in England and on the Continent continue to increase but the supply of spinnable grades is unequal to the demand.

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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, "

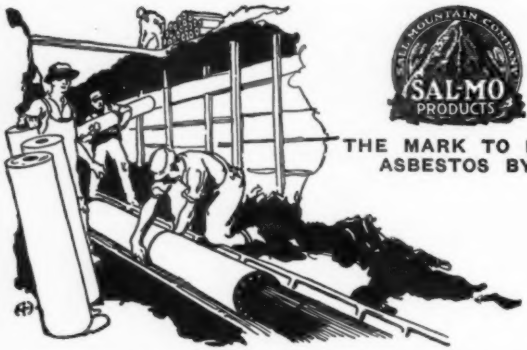
Head Office

Canada Cement Building
Phillips Square - Montreal

General Office

THETFORD MINES
Quebec, Canada

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SAL-MO PRODUCTS

THE MARK TO BUY ASBESTOS BY

SAL-MO CONDUIT COVERING

Reduces the Cost of

STEAM POWER DISTRIBUTION

Especially designed for Underground and Exposed Steam Lines

MANUFACTURERS:

Sall Mountain COMPANY

140 S. Dearborn St.,
CHICAGO, ILL.

SCRANTON, PA.

BOSTON MASS.
268 State Street

Factories: Porter, Ind. - Scranton, Pa. - Rochdale, O.

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Imports and Exports of Asbestos

Imports into the U. S. A.

Unmanufactured Asbestos:

In future we will compare each month's figures with those of the same month last year, this comparison being, we believe, more interesting than when figures for the previous month are given.

	January 1923		January 1924	
	Tons	Value	Tons	Value
England	54	$ 16,156.00	44	$ 4,789.00
Canada	8,862	383,648.00	9,370	305,792.00
British S. Africa	13	1,796.00	22	1,759.00
Port. E. Africa	103	31,750.00	....	.....
	8,932	$433,350.00	9,436	$312,340.00

Imports of Manufactured Asbestos.

	January 1923		January 1924	
	Pounds	Value	Pounds	Value
Austria	....	.....	524	$ 139.00
Belgium	....	.....	415,190	15,790.00
France	....	.....	6,560	854.00
Hungary	47,928	$18,842.00	....	.....
England	3,650	2,764.00	6,240	2,079.00
Canada	8,444	2,524.00	46,210	1,680.00
China	4,692	3,454.00	....	.....
	64,714	$27,584.00	474,724	$20,542.00

Exports from the U. S. A.

Exports of unmanufactured asbestos for January 1924 amounted to 258 tons, valued at $11,060. During January 1923, 8 tons were exported, valued at $1,402.

Exports of manufactured asbestos goods:

	January 1923		January 1924	
Paper, Mlbd. & Rlbd.	268,684 lbs.	$10,845	171,220 lbs.	$15,833
Pipe Covg. & Cement	450,734 lbs.	38,815	322,275 lbs.	22,190
Textiles, Yarn & Pkg.	84,950 lbs.	39,636	115,844 lbs.	70,881
Magnesia & Mfrs. of	640,930 lbs.	46,806	323,781 lbs.	24,465
Asbestos Roofing	2,049 sqs.	12,658	8,883 sqs.	62,020
Other Manufacturers	211,052 lbs.	58,953	227,013 lbs.	61,423

Exports from Canada (Raw Asbestos).

	December 1923		Total for Year 1923	
	Tons	Value	Tons	Value
United Kingdom	315	$ 30,625.00	3,459	$ 215,934.00
United States	8,138	372,262.00	109,025	5,596,569.00
Australia	40	1,950.00	180	9,900.00
Austria	...	.....	400	30,000.00

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	December 1923 Tons	December 1923 Value	Total for Year 1923 Tons	Total for Year 1923 Value
Belgium	867	45,184.00	7,223	411,250.00
France	666	50,576.00	5,016	409,410.00
Germany	55	1,100.00	6,289	675,211.00
Italy	114	7,195.00	505	52,882.00
Japan	886	53,845.00	4,936	287,521.00
Netherlands	20	1,200.00	353	28,275.00
Spain	...	.....	...	.....
Switzerland	...	.....	...	.....
Other Countries	...	.....	165	11,825.00
Total	11,101	$563,937.00	137,551	$7,628,777.00
Sand and Waste—				
United Kingdom	60	1,200.00	1,174	18,925.00
United States	8,205	95,461.00	75,540	892,360.00
Other Countries	33	375.00	1,237	19,960.00
Grand Total	19,399	$660,973.00	215,502	$8,560,022.00

Imports by England.

Imports of *raw material* for January 1924, compared with those for January 1923:

	January 1923 Tons	January 1923 Value	January 1924 Tons	January 1924 Value
From Rhodesia	470	£15,438	1,202	£48,783
Canada	218	4,369	195	4,953
Other Countries	1,653	57,889	353	9,708
	2,341	£77,696	1,750	£63,444
and re-exported	1,222	48,881	567	17,097

Ten tons of the material from "other countries" came from Russia, and was valued at £360, as noted in the March number.

Exports by England.

Exports of manufactured Asbestos products by England during January 1924, and comparing with January 1923:

	January 1923 Tons	January 1923 Value	January 1924 Tons	January 1924 Value
To Netherlands	42	£ 4,202	35	£ 3,596
France	28	7,316	23	13,424
United States of America	15	1,152	7	1,511
British India	132	10,737	70	5,104
Other Countries	460	37,123	914	50,869
	677	£60,530	1,049	£74,504

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ANNOUNCEMENT

WE wish to announce that we have purchased the greater part of the Magnesia manufacturing equipment of the Magnesia Products Company, Ltd. This equipment has been installed and is now in operation at our plant at Redwood City, Calif., enabling us to make even more prompt shipment of 85% Magnesia Insulating Materials and Carbonate of Magnesia than heretofore. We solicit your inquiries for these products.

National Magnesia Manufacturing Company

544-3/4 Market St., San Francisco, Calif.

Cable address "MAGNESIA"

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Lynn-Macleod Engineering Supplies
LIMITED

Mining and Engineering Requirements
Standard Asbestos Testing Machines
PLANS SPECIFICATIONS
THETFORD MINES - QUEBEC

Paul Hammerich

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

THETFORD MINES - QUEBEC, CANADA

Marque Deposee



Trade Mark

Teleg address
ASBESTILE BRUXELLES

Codes used—A. B. C. 5th and 6th Editions, Private code and Bentley's

SOCIETE ANONYME

ASBESTILE

69 Rue Ducale, Brussels, Belgium

Roofing Slates & Asbestos Cement Sheets

For Partitions, Walls & Ceilings

Asbestos Corrugated Sheathing

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NEWS OF THE INDUSTRY

As of April 1st, Norman R. Fisher, for the past six years General Mines Manager of all **Consolidated Asbestos Limited** properties, resigns that position to engage in Consulting Engineering work.

The Thetford Mine of Consolidated will be managed by G. L. Treglown, who has been Mr. Fisher's Assistant. Mr. Treglown was educated in the Cornwall School of Mines, has held several important positions such as Assayer, Superintendent and Assistant Manager, and has had six years active work in Asbestos.

Consolidated's Federal Mine, will be managed by W. A. Janitsch, who has been in charge of this property for some years, under Mr. Fisher, except that under the new arrangement the Federal property will be operated independently of the Thetford Mine.

Colonel J. J. Penhale, D. S. O., has been appointed Assistant Manager of the **Asbestos Corporation of Canada, Limited.**

John A. Hovey, formerly of the Pennsylvania Asbestos Corporation, is at present engaged in the business of coating cement with waterproof compound. Mr. Hovey reports a brisk bus'ness in this line.

News has reached us that the automotive section of the **Bureau of Standards** will be able to continue its program this year as much as it did in 1923, but can go no farther unless Congress increases its appropriation by a supplemental allowance.

The Asbestos Corporation of Canada has declared the regular quarterly dividend of 1½% on the preferred stock, payable April 15, to holders of record April 1st.

The Asbestos Brake Lining Association has recently issued a new booklet describing the growth of the National Brake Inspection Movement.

The Arizona Mining Journal of issue March 15th, states that the **Riverside Cement and Asbestos Company** of Los Angeles has taken over the properties of the **Riga Asbestos Company** and has started work on the claims along Cherry Creek, near Young, Ariz.

It has been very interesting to look over the 20 page pamphlet issued by the **Raybestos Company** for the purpose of showing the jobber, dealer, serviceman, etc., just how they help such distributors dispose of Raybestos Lining. Specifically the pamphlet discusses local newspaper campaigns, window displays, advertising signs, the house organ "Silveredge",

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national advertising, advertising literature, dealers' electrotypes, and whatnot, all of which combine to form the Raybestos Company's nationwide advertising campaign, for 1924.

The dumping duty recently imposed by the South African Government on **asbestos cement sheets** of Belgian and Italian manufacture imported into South Africa, is creating quite a lot of discussion on both sides, the importers and manufacturers both claiming their position just.

The clippings we have on this subject can be borrowed by anyone interested.

Many of our readers will be interested to know that Ferry C. Houghten, formerly connected with the U. S. Bureau of Mines, Pittsburg, and assistant to the Director of the **American Society of Heating & Ventilating Engineers'** Research Laboratory, has recently been elected Secretary of the A. S. H. & V. E., succeeding C. W. Obert, resigned.

N. R. Fisher, who recently resigned as Mines Manager of Consolidated Asbestos Limited, will shortly sail for England where he expects to attend the Empire Exhibition, and later will proceed to New Zealand to visit relatives after an absence of twenty-two years, returning via Vancouver.

The **Turner Asbestos & Roofing Company** has opened up for business on the S. E. Corner of Chestnut Street, at 31st Street, Philadelphia, and will handle Asbestos and Magnesia Products of all kinds, maintaining a contract department for the application of insulation materials and Asbestos Shingles. They have a commodious warehouse at the above address with railroad siding and every facility for doing business economically.

The Company is a Pennsylvania Corporation. Officers are Fred F. Turner, President; John R. Taylor, Vice President; H. J. Peterson, Secretary-Treasurer, all of whom will be actively associated with the business and are well known to the trade generally.

Mr. Turner was connected for many years with Keasbey & Mattison Company as salesman and manager of their Philadelphia, Baltimore and Wilkes-Barre Branches. He resigned from their employ in December 1922 to accept the position of General Manager of the American Insulation Company, Philadelphia. In December 1923, he decided to sever his connection with that Company and go into business for himself.

Mr. Taylor was connected with the Keasbey & Mattison Company in the Shingle Department at their Ambler Office for a number of years, was transferred as salesman to the Philadelphia Office, and early in 1923 resigned to go with the American Insulation Company.

Mr. Peterson has served practically his entire business life with the Keasbey & Mattison Company with the exception of the last year. He was successively in the Ambler Accounting Office, salesman at the Pittsburg Branch, Manager of the Bal-

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Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

Tel. Address:
Nedam Rotterdam

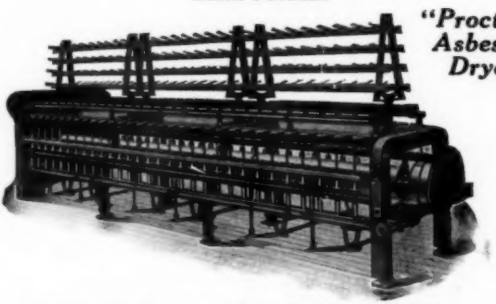
P. O. BOX 803

Codes
A B. C. 5th Edition
Western Union
Lieber's Code

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

Seventh St. & Tabor Rd., Philadelphia, Pa.

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Asbestos Fibre

for the manufacture of

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

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA

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timore Branch and Manager of the Pittsburg Branch. In January 1923 he accepted the position of Manager of the American Insulation Company's Pittsburg Office, remaining there until he purchased an interest in the Turner Asbestos & Roofing Company and became Secretary and Treasurer of that Company.

Automobile production during March, according to the National Automobile Chamber of Commerce, totalled 356,509, slightly more than for the same month last year. Revised figures for February show a total of 367,435, instead of 349,141, as reported in our March issue.

A recent issue of the Indianapolis Star, states that incorporation papers have been filed for the **Asbestos Products Corporation** of Huntington, Ind., for the manufacture of asbestos products, principally automobile brake lining. A gentleman by the name of E. W. Steinhart is said to be interested in this new firm.

In order that the public may have the advantage of studying the various forms of Asbestos as found in the different parts of the United States, Johns-Manville, Inc., has arranged to display the **Asbestiform Collection** consisting of nearly 600 samples and prepared by B. Marcuse of the Maple Leaf Asbestos Corporation Limited, in the display room of their new office building at 41st Street and Madison Avenue.

While spending a few weeks in the South, **George D. Crabbs,** President of the Philip Carey Company, met with a rather serious accident, breaking several ribs and sustaining other injuries. Latest reports, however, indicate that he has entirely recovered and is back at his desk as active as ever.

For the purpose of providing increased working capital and acquiring additional property, shareholders of **Asbestos Mines, Limited,** at the annual meeting held at Montreal on March 25th, authorized the issue of $1,000,000 first refunding mortgage and collateral trust bonds.

It is reported that the company does not intend to take over the properties of the Black Lake Asbestos & Chrome Company at the present time, but that it would be a gradual development, accomplished by securing control of the Black Lake securities. The stock of the Black Lake Company is largely held by J. A. Jacobs, who is also head of Asbestos Mines, Limited, but the bonds are largely held in Toronto, and will presumably be secured by purchase.

Docket No. 18 of the Consolidated Classification Committee, for April, contains two items of interest to the Asbestos trade. First, it is proposed to give **Asbestos Wallboard,** which has not previously been provided for in the Classifications, the following ratings: Less cars, in boxes or crates, 4th Class in the Official, 5th Class in the Southern, 4th Class in the Western; carloads loose or in packages, minimum weight 35,000 pounds, 6th Class

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in the Official, A in the Southern, C in the Western. Second, **Asbestos Lumber,** including flat hard sheathing or wallboard, not ornamented, polished nor shaped, retains the same ratings in all classes except Western less cars, which it is proposed to change to 3rd class instead of 4th as formerly.

On April 1st, the **Asbestos Mine Operators** got together at the Canadian Club in New York City, for the purpose of discussing some of their mutual problems, and particularly with a view to finding a solution to some of the more perplexing difficulties which the Industry is confronting. Representatives were present from Asbestos Corporation of Canada, Consolidated Asbestos Limited, Bell Asbestos Mines, Black Lake Asbestos & Chrome Company, Asbestos Mines Limited, Mapleleaf Asbestos Corporation, Asbestos Fibre Company and Canadian Crude & Fibre Corporation. A spirit of candor pervaded the meeting, and it was adjourned with the hope and intention of having a further session within a few days.

According to the Mining Journal for February 23rd, 1924, the **Amianthus Asbestos Mine** at Kaapsche Hoop has been refloated as a public company from London, with a capital of £200,000. It is understood that Turner Brothers Asbestos Company, of Rochdale, has secured the control to ensure the supply of this very excellent fibre.

We understand that the **Wolverhampton Corrugated Iron Company** Limited has established a factory in England at Ellesmere Port, Cheshire, for the manufacture of their patent Robertson Asbestos Protected Metal for roof coverings.

Mr. Rundle Olds, Mines Manager for the **Cape Asbestos Company** Limited, who has been visiting in England for the past few months will return to South Africa the latter part of April.

A clipping has reached us thru one of the clipping bureaus which contains an article by R. K. Carnochan on **"The Wet Separation of Asbestos from its Gangue"**, being the record of tests made by the Division of Ore Dressing and Metallurgy, Ottawa, Canada. We will be glad to lend the article to anyone interested.

The Spokane Press of March 19th, describes the work being done by the **Panhandle Asbestos Company** on its asbestos deposits at Kamiah, Idaho. The material is of the amphibole variety. It is proposed to manufacture building materials (not designated as to kind) out of this material.

A very beautiful sample of Asbestos has reached us thru the kindness of **James Hardie & Co., Limited,** of Sydney, Australia. The specimen was mined in Western Australia.

An interesting sample of Amphibole Asbestos has been sent

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us by **A. C. Hammond**, of Payette, Idaho. We hope our readers will continue to send us specimens and so make the exhibit we are gathering a large and comprehensive one. Beside the exhibit we are gathering for a client, we also expect to have one at this office, which while probably small will be none the less interesting.

At the annual meeting of **Asbestos Mines, Limited**, the following directors were elected: J. A. Jacobs, E. A. Oimet, L. Rochefort, P. Gysler and J. Pye.

It has been decided to extend the **Contest** for articles on "Queer Experiences of Asbestos Salesmen" until June 1st, since the Salesmen seem to be just getting interested in the subject. Send along your experiences.

The annual report of **Bell's United Asbestos Company, Limited**, of London, for 1923 which has just been received shows a net profit for the year of £36,525-9-4.

PATENTS

On March 4th, patent was granted to William Mack Baxter, of Chicago, Ill., and Andreas P. Lundin, of Bayside, N. Y., assignors to the American Balsa, Inc., on **Heat Insulating Structural Material**, No 1,486,113, filed June 14, 1921, Serial No. 477,428, and described as a composite heat insulating structural material composed of a body of wood having substantially the qualities of balsa wood, a ground of a tougher and harder material, associated with said body of soft wood, a sheathing of a rigid and tough structural material and means for fastening said sheathing and soft wood body together by connection to the said ground.

On March 11th, No. 1,486,535, to Treadway B. Munroe, Forest Glen, Md., on heat insulating plaster board, filed April 21, 1923, Serial No. 633,764, and described as a **heat insulating wallboard** composed of a heat insulating fibrous bagasse supporting member adapted to bond wit hasphalt and pitch-like materials but not adapted to satisfactorily bond with cement and concrete-like substances—and a layer of asphalt material mixed with finely divided rock material bonded to said bagasse member.

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.

ASBESTOS TEXTILE MACHINES

WHITIN MACHINE WORKS, Whitinsville, Mass.

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ASBESTOS ROOFINGS

UNDERWRITERS LISTED

2-Ply White Seal in Rolls

3-Ply White Seal in Sheets

4-Ply White Seal in Sheets

4-Ply Fire Chief Burlap Centre in Rolls

2-Ply Black Seal in Rolls

3-Ply Black Seal in Sheets

4-Ply Black Seal in Sheets

1-Ply Imperial No. 2 Asbestos Saturated Felts in Roll

ASBESTOS BASE FELT ROOFINGS

Asbescoat—No. 52 Roofing—50 lb. in Rolls
Asphalt Coated Both Sides

Asbeslate Roll Roofing—85 lb. in Rolls
Either Red, Green or Blue Black

Asbeslate Std.-Individual Shingles 8x12¾
Either Red, Green or Blue Black

Asbeslate—Strip Shingles—"4-in-1", 10x32 in.
Either Red, Green or Blue Black

H. F. WATSON CO.

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

79 MILK ST. BOSTON

5331-9 SO. WESTERN AVE. CHICAGO

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85% Magnesia

STEAM PIPE AND BOILER INSULATION AND LOCOMOTIVE LAGGING



The Lightest Weight Steam Pipe and Boiler Insulation Made

That is Structurally Strong and Permanently Effective

IS

"Ehret's 85% Magnesia"

Made at

VALLEY FORGE, PENNSYLVANIA

Since 1897

By

Ehret Magnesia Manufacturing Co.

Distributors Everywhere

BRANCH OFFICES

NEW YORK PHILADELPHIA CHICAGO

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LOWER PRICES?

The Quebec Government Report for 1923 says: "On the whole, the asbestos industry is comparatively in good condition, *judging by the figures of production.*"—The italics are ours.

YES! ON SOME GRADES

We Miners are producing and selling three tons where two were produced and sold before, and obtain less remuneration for the three than we did for the two.

FOR IMMEDIATE SHIPMENT

We offer a comprehensive line of material of the "Short" type at prices several dollars below cost of production.

Consolidated Asbestos Limited

Canada Cement Building

Montreal, - Canada



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