ASBESTOS

Vol. 5 MAY 1924 No. 11

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ACL Doc 12103 · Page 3 of 53
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DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER — *EDITOR*

PUBLISHING OFFICE

246 NORTH 17th STREET

PHILADELPHIA, - PENNSYLVANIA

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CONTENTS

	Page
E. Schaaf-Regelman	5
A Few Interesting Facts on the Automobile Industry For 1923	11
Editorials:	
"Build the Right Sales Plan"	12
A New Sub-division of Imports	14
Salesmen's Tactics	17
Blue Asbestos in the Chemical Industry	18
Contractors and Distributors Page	24
Fuel Cost Rating of Buildings	27
Market Conditions	31
Imports and Exports of Asbestos	35
Production Statistics	38
News of the Industry	41
Comments on the European Situation	45

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Asbestos Magazine, 1924, May 1924

ACL Doc 12103 · Page 4 of 53

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ACL Doc 12103 · Page 5 of 53
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E. SCHAAF-REGELMAN IN THE WILDS OF ARIZONA

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E. Schaaf-Regelman

By R. Kleinberger

(*Universal Trade Press Syndicate*)

Hidden among the rocks opposite the Great Salt Banks of Arizona, had lain untouched thru the centuries, the world's finest deposits of asbestos. Untouched because the mining engineers who had explored the territory saw no hope of developing that country of high cliffs and deep canyons, isolated from any railroad, inhabited only by the untamed Apaches.

And then there came a man who made his way across the precipices where the trail had to be hacked out of the solid rock, and in time opened up to the world one of its best asbestos sources. That man was E. Schaaf-Regelman.

Mr. Regelman, who has been associated with the asbestos industry for twenty-five years, drifted into it from the allied field of metallurgy. He is by profession a mining engineer, altho he has never practiced his profession as such.

He was born of German-French parentage, received his first education in Germany, studied at the University of Charlottenburg, and finished later at the Sorbonne. When his university days had passed, he engaged in tin ore dressing and smelting and was for a time the manager of a Continental tin smelting plant.

After coming to America, Mr. Regelman entered the mineral exporting business, purchasing and exporting rare ores, principally for use in steel handling. It was then that asbestos first came into the story, being merely one of the many minerals that passed thru Mr. Regelman's hands. As time went on he became more and more interested in this one product until finally, like so many other men in the industry, he yielded entirely to the fascination which asbestos has for those who handle it.

In 1914 began the series of explorations that eventually led to the establishment of the Regal Mines, near Globe, Arizona, about four years later. During the early years of the war, asbestos came to be more and more in demand and the output was insufficient. It was at that time that Mr. Regelman started to investigate the asbestos possibili-

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 7 of 53 asbestosclaims.law/library/12103/7

ties of Arizona. The history of these explorations sounds much like a tale of the old frontier days.

"The trip to the asbestos beds from the railroad had to be made on horseback," said Mr. Regelman. "It was fifty miles of hard riding across the mountain ranges, and could be covered in one day only by the best of horsemen. I, myself, am city-bred and had never ridden a horse before, yet I was obliged to stay in the saddle all day.

"All of our mining equipment and supplies had to be carried on the backs of burros, and it was this same mode of transportation that brought back the first asbestos from the mines. A road has now been constructed from the railroad to within a mile of the mines, and it is possible

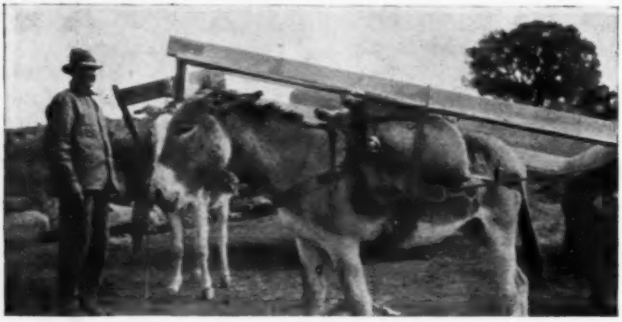


Photo by Courtesy of E. Schaaf-Regelman

TRANSPORTATION BY BURRO

today in an automobile to make the same journey in less than three hours that took ten hours on horseback."

The first stages in the development of the mines were perilous and exciting. Some of the precipices could be negotiated only by letting men down on ropes. The walls of the canyons rise almost perpendicularly and in order to reach the asbestos deposits it was necessary for Mr. Regelman's Indians to cut out a trail in the side of the cliff. The first trail was only a few feet wide and beneath it was the sheer drop to the bottom of the canyon.

At first it seemed that these many difficulties could never be overcome, yet today motor trucks are carrying

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ACL Doc 12103 · Page 8 of 53 asbestosclaims.law/library/12103/8

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B. MARCUSE - Vice President

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Our entire production for the year having been sold on grades from C upwards, we only have our Shorts and Floats to offer in any quantities.

We have however, ample space contracted for in this publication to call your attention to our publication "Asbestology" which tries to bring before you a picture of the monthly trend of the market and points out the present unsatisfactory state thereof.

We venture to prophesy this failing will be presently overcome and the miners of Asbestos including ourselves will join through a central selling organization for our mutual protection and get prices for our product, especially the low grades "where the only competition is amongst ourselves," that will be consistent with our operating costs and give us a fair return on our investment.

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ACL Doc 12103 · Page 9 of 53
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ACL Doc 12103 · Page 10 of 53
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away asbestos from the mining camps in the heart of this one-time inaccessible country.

Mr. Regelman's enterprise and explorations culminated in the Regal Mines, the site of which he bought in 1919. For the four years previous he had investigated and explored many deposits in Arizona, taking options on various pieces of land until he found the one that suited him.

"The Regal Mines are opposite the Salt Banks of the Salt River, which, by virtue of the famous Roosevelt Dam, forms the Roosevelt Lake above the dam," said Mr. Regelman. "There is an interesting saga which the Indians tell about the Salt Banks. They say that Manitou has blessed the place with peace and forbidden all strife there. The mountain lion and the sheep may come to lick the salt rock and the lion would not devour the sheep. There even the white traveller was safe from the hostile Indians, and from this location, blessed since the dawn of history, comes the best asbestos in the world."

Mr. Regelman's holdings in Arizona comprise about 1000 acres, but he also has extensive business interests in the Canadian asbestos field. He also imports asbestos from South Africa, India and Russia. In addition to his office at Globe and his headquarters at 220 Broadway, New York City, he maintains offices in Hamburg and Amsterdam to look after his foreign interests.

As he sits conversing leisurely in his New York office, Mr. Regelman does not at first seem like the man who dared precipice and wildness. He has the suavity and punctilious manners typical of the European university bred gentleman. He is genial and easy to approach. He does not put a wall about himself as so many successful men feel they have to do in order to maintain their self importance.

Large of build, with brown hair and moustache, and eyes that show a good deal of humor, he appears much younger than his age, and as he grows absorbed in the story of his adventures it becomes easy to imagine him with his Apache guides, penetrating the Arizona canyons.

Mr. Regelman is above all an "asbestos" man. He has an affection for the industry itself, aside from its commercial possibilities. The walls of his office are lined with show cases containing specimens from his mines and he exhibits

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ACL Doc 12103 · Page 11 of 53 asbestosclaims.law/library/12103/11

HIGH GRADE ASBESTOS TEXTILES

Carded Fibres
Yarns, Cord, Mantle Yarns
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Packings, Stem and High Pressure
Wick and Rope

Asbestos Fibre Spinning Company

North Wales, Penna.

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 12 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/12

these with the pride of the discoverer. Asbestos has for him the fascination as he himself says "of climbing on ropes over high precipices and across perilous canyons."

Editor's Note: We expect to print very soon an article from Mr. Regelman's own pen concerning Amphibole Asbestos, in which variety he has recently become somewhat interested.

A Few Interesting Facts on the Automobile Industry For 1923

By Courtesy of National Automobile Chamber of Commerce

Production Passenger Cars and Motor Trucks	4,086,997
Value (Wholesale)	$2,004,952.716.00
Registration of Motor Vehicles in U. S. A.	15,092,177
Exports of Motor Vehicles	328,999
Capital Invested in Motor Vehicle Mfg. Business	$1,571,722,411.00
Number Car Manufacturers	90
Number Truck Manufacturers	147
Number Motor Vehicle Dealers	43,588
Iron and Steel Used in Manufacture	3,434,800 tons
Copper Used in Manufacture	121,949,150 lbs.
Aluminum	91,514,000 lbs.
Plate Glass	47,229,500 sq. ft.
Leather	60.000,000 sq. ft.
Rubber	547,468,544 lbs.
Lumber, Hardwoods	1,163,232,000 bd. ft.
Lumber, Soft Woods For Crating	300,121,000 bd. ft.
Lead	135,349,000 lbs.
Tin	7,300 tons
Nickel	6,275,000 lbs.
Paint and Varnish	14,304,500 gals.
Imitation Leather	166,319,000 sq. ft.
Upholstery Cloth	19,036,000 yds.
Top and Side Curtain Material	30,389,000 yds.
Hair and Padding	40,870,000 lbs.
Asbestos	60,000,000 ft.

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ACL Doc 12103 · Page 13 of 53 asbestosclaims.law/library/12103/13

EDITORIALS

If you had a salesman, or a department manager, in your employ who devoted four-fifths of his time to telling his employers how important he was, what he had done for the company and his "platform" for the future, spending the remaining one-fifth in desultory work, in wrangling with his fellow salesmen and in trying to discredit them in the eyes of the company heads, you would not only see that he was promptly fired, but would rate him as a fool besides.

And yet—when you size it up in a business way, isn't that a pretty good word picture of our Congressmen?

Why should they talk about the work they are *going* to do; the principles they stand for, the amount of money they can get out of the Government for somebody's pet project? Why let our Congressmen "investigate" with the intention only of throwing mud (or oil) on somebody to discredit him for office. For as far as we can see, that is all that congressional "investigation" amounts to, except to spend huge amounts of the people's money.

It's a debatable question whether the people wouldn't rally better to the support of their congressmen if said congressmen put in a little hard work on tax reduction and the many, many other things coming before the government which are needing attention and are not getting it.

In other words, if Congress would get down to business and do a little really hard work, they might run a much better chance of re-election. Personally we prefer to vote for someone new—they can't loaf much more, and we are willing to take the gamble that they might give a little more of their time to the work for which they are paid.



"Build the Right Sales Plan."

A circular letter reached our desk the other day which contained as its opening sentence: "Build the right sales plan."

The letter went on to offer an advertising service. Not

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ACL Doc 12103 · Page 14 of 53 asbestosclaims.law/library/12103/14

ARIZONA



CANADA

E. SCHAAF--REGELMAN

220 Broadway

New York, N. Y.

American, Canadian, African Asbestos--Crude, Fibre

Regal Crude #1 and Regal Crude #2

Also other grades of Arizona Asbestos for prompt shipment from warehouse in New York City

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Arizona Asbestos is entirely free from Iron

European Head Office

Merckhof

HAMBURG

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IMPORT

EXPORT

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ACL Doc 12103 · Page 15 of 53
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being interested in such a service, however, we could get no farther than the first sentence.

How many firms have failed because they had the wrong sales plan, or no plan at all? We could name at a moment's notice several companies which have large and wonderfully equipped manufacturing plants; which have facilities for filling orders, promptly, efficiently, and with the best quality goods, but which have practically no sales plan at all. They are wonderful manufacturers, but they can't get the orders for goods to manufacture.

Often such a condition is the result of the principal executive being a manufacturing man—he knows the production end from A to Z, but he knows nothing about sales —probably never sold a dollar's worth of goods in his life. That is no disgrace, of course, but it is a decided handicap, and one which he should be willing to overcome by employing someone who can take charge of the selling end. A real sales manager with unlimited authority in such a plant would earn his salary several times over.

It may be mighty gratifying to vanity to be a little tin god but sometimes it isn't as profitable as if the honors are shared with someone else.

Build the right sales plan—or let someone else do it who knows how—then go ahead.



A New Sub-division of Imports.

Our readers will note that we are repeating the January import figures on manufactured asbestos goods in this number, but they will also notice that these figures are divided as to materials, in the classifications yarn, woven fabrics, fabric packing, other packing, shingles slate wood and lumber, asbestos cement, and other manufactures.

There is noticeable an apparent discrepancy in the figures under "other manufactures" from Belgium. We believe that most of this large quantity should properly come under the head of shingles, slate, etc. The figures are being rechecked by the Department of Commerce in an effort to determine whether an error has been made.

Meanwhile we hope that this division, which has cost us some trouble and expense to obtain, will be of interest and use to our subscribers.

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ACL Doc 12103 · Page 16 of 53 asbestosclaims.law/library/12103/16

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ACL Doc 12103 · Page 17 of 53
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Valve Stem Packing, etc., etc.

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ACL Doc 12103 · Page 18 of 53
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Salesmen's Tactics.

It is always conceivable, of course, that manufacturers, and the heads of large contracting firms, who maintain large selling organizations, do not know just what tactics are employed by their salesmen in obtaining orders.

A rather peculiar sales argument came to our notice a few days ago. a practice which we do not believe would be smiled upon by reputable manufacturers or contractors if they were aware of it.

A contractor was asked to quote on a certain pipe covering job. He had done quite a bit of work for the same firm on several occasions, and it had apparently given satisfaction. This particular job, which was a superheated one, required 3″ covering as a minimum, and the quotation was made on that basis.

About the same time a salesman from a competitive firm came along and told the engineer that 2″ covering was just as good, that it was not necessary to cover flanges and that the engineer's own men could put it on.

The last suggestion was a permissible argument (tho probably not a very profitable one) but we cannot see the rightness of the first two. The salesman was in reality defrauding the firm of money just as much as tho he had taken coal from the company's bin. The company was paying for *insulation* and they got pipe covering *instead.*

The circumstance was recited to us in the discussion we are conducting with contractors on various subjects of interest to the contracting trade, but it appeared to us to be a subject of interest to manufacturers as well.

And it is just one argument added to a long list of reasons for educating the consumer and the engineer to the use of proper insulation.

Paul Hammerich

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

THETFORD MINES - QUEBEC, CANADA

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ACL Doc 12103 · Page 19 of 53
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ACL Doc 12103 · Page 20 of 53
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Blue Asbestos In the Chemical Industry

Contributed

The chemical industry is perhaps unique among the industries of the world in the multiplicity of materials with which it has to deal and the enormous difficulties it has to overcome.

Asbestos, and particularly blue asbestos, is one of these many materials, and it has frequently assisted the chemical manufacturer in the development of his processes.

It has been said that the manufacture of sulphuric acid is the back-bone of the chemical industry, and it is in this basic industry that blue asbestos figures so largely.

The need for a fibrous substance capable of being used either as such or as a spun yarn, or as a woven fabric which will resist the attack of the strong mineral acids, has been met by the range of blue asbestos products marketed for some years past, principally by the Cape Asbestos Company, Limited, of London, which guarantees all its fibres, cloths and yarns to be 100% chemically pure blue asbestos, and free from all organic fibrous materials, a point of vital importance to the chemical industry.

The war has been mainly responsible for the development of the production of oleum, and in this process one of the principal parts is the medium for holding the platinum catalyst. Pure blue asbestos net cloth is the most satisfactory article yet produced for this purpose.

An essential point in nitric acid plants is the making of a good joint on the fume mains, condensing system and towers. These joints are best made by butting the pipe in the sockets with a ring of blue asbestos millboard, then running two or three turns of blue asbestos plaited yarn packing of the requisite size, or, if preferred, blue fibre can be used, and the joint is finished off with asbestos putty containing blue asbestos fibre.

For use in pumps for strong acids, there is a specially prepared blue asbestos greasy graphited packing which will obviate the necessity for the frequent renewal of pump gland packings. In fact, wherever there is a use for as-

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ACL Doc 12103 · Page 21 of 53
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Asbestos Mines Limited

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Montreal

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ALL STANDARD GRADES OF FIBRE
and
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SPECIALTIES:
No. 7 ASBESTOS CEMENT
Largest Covering Capacity

ASBESTOWALL
for Plaster Purposes

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ACL Doc 12103 · Page 22 of 53
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bestos in acid production, blue asbestos, by reason of the fact that it is resistant to acid, is to be preferred.

The chemist, again, is frequently confronted with the difficulty of filtering acid or other corrosive liquors, and the expense and delay in the frequent renewal of filter cloths can largely be overcome by the use of pure blue asbestos in such cloths. For this purpose both white and blue asbestos, either in the form of a specially woven cloth or in that of loose fibre, is a most useful medium for all kinds of filtering operations.

The engineer, when erecting brick work which has to carry acid fumes, is met at once by the difficulty of making a satisfactory joint. The testimony of the leading suppliers of concentrating plants is that acitite cement (which is hard setting cement incorporating blue asbestos fibre) is the only real acid resisting cement on the market today.

The rapid development during recent years of electrolytic processes has created a demand for a diaphragm cloth which will withstand the corrosive action of dilute acids and more particularly dilute alkalies, and provide a gas and liquor-tight partition. A particular type of asbestos cloth, preferably of chemically pure white asbestos. is produced for this purpose in connection with the manufacture of electrolytic hydrogen and oxygen, for which today there is so great a demand in many directions.

In the Fauser process, the use of a blue asbestos diaphragm cloth has met with remarkable success.

In carrying out furnace operations in either the works or the laboratory, it is very desirable to protect the operator, and for this purpose asbestos clothing should be used, either a complete suit, which comprises hood, coat, trousers with spats attached, and gloves, or just an apron and gloves, or perhaps the hood, or whatever article suits the particular requirements. White asbestos cloth is the best material for this purpose, and has been used with great advantage in a large number of instances.

To the chemical manufacturer who does not overlook the importance of the efficient heat insulation of his plants, blue asbestos has a special appeal. as its acid resisting feature is unique among heat insulators. The atmosphere at a chemical works is generally contaminated to a more or less degree with corrosive gases which will rapidly destroy

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 23 of 53 asbestosclaims.law/library/12103/23

almost any other coverings save blue asbestos. It is contended that with blue asbestos removable coverings on pipe lines and plant, you have the most efficient, the most durable, and the cleanest form of covering on the market.

The adaptability of the blue asbestos mattress also should appeal to all users of chemicals. It has proved its pre-eminent virtues in that it is so extensively used on sulphite boilers, pulp digesters, etc.

The mattress type of covering is the most suitable for all kinds of vats, evaporators, stills, pulp digesters, steam ovens, and the like, as it is capable of being quickly removed at any time and replaced without damage.

To go at length into all the asbestos goods which are of interest to the chemical manufacturer is not possible in this article as there are endless examples of how the use of asbestos has helped the chemical manufacturer out of his difficulties, nor are the possibilities by any means exhausted, as new developments in the uses of asbestos in the chemical industry are continually arising.

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ACL Doc 12103 · Page 24 of 53
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BASIC MANUFACTURERS OF

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Gaskets & Gasketing Material
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OFFICES
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New York, N. Y.

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 25 of 53
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Contractors and Distributors Page

The Application of Pipe Covering by Consumers

The discussion of this problem in the April issue brought to the Editor's desk some very interesting comments and suggestions.

For instance, one man, who has been selling and applying pipe coverings for years, tells us that under present conditions he is more pleased than otherwise when a large concern decides to do its own application work, his reason being that when he sells the pipe covering he knows exactly the amount of profit he will make, but when he takes a contract, it is subject to so many varying factors, many of them beyond control, that he is never very sure how he is coming out—"wonders if he is going to get his money back," to quote him specifically.

We doubt very much, however, if the younger contractors would agree with this view, for, first of all, the element of uncertainty but adds zest to the game. Then also, everyone accepts as a fact, the economic theory that the greater the risk, the greater the profit (if any profit at all).

Others will argue that a great many of the factors can be kept under control, at least to a certain extent. Possibly the most uncontrollable one is your competitor's price. In many cases your competitor, and perhaps you yourself, forget for a moment, that it is better to lose the business altogether than to take it at a figure which shows so little profit that the gain may be entirely wiped out by just one or two little things going wrong.

Another of our readers gives it as his opinion that every year sees, and will continue to see, more pipe covering application work beng done by the consumer himself. Especially is this true in the case of homes. When you consider that the cost of applying pipe covering on a small house heating plant is as much, and in many cases more, than the cost of the material itself, it is not to be wondered at if the "handy" man decides to apply the covering himself. In these smaller buildings the heat loss due to improper application would probably be so little that it would take a great many years for it to equal the cost of application by the regular pipe covering mechanic. And again, the difference in time (the inexperienced workman or handy man naturally taking more time to the job than a regular asbestos worker would) does not begin to equal the difference in cost, because the handy man's time is worth much less.

All these, of course, are arguments for the application by consumers. Let us see what the other side has to say.

The opinion is general that the application of pipe covering to the large steam plant by inexperienced workmen, is not economical from the plant's point of view. In the first place the intricacies of the large steam plant makes the application of pipe covering a very difficult matter, and for this reason the inexperienced workman takes much more time to do the

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 26 of 53 asbestosclaims.law/library/12103/26

work, makes an ill looking job in most cases, and, because of the difficulties of application, there are many places so improperly covered that heat can easily escape.

Secondly, it is a simple rule of arithmetic that the large steam plant, burning many thousands of tons of coal in a year, and running at high pressure day in and day out, will show a much greater loss in dollars and cents, even proportionately, than the small house heating plant. Where the savings by the proper application in the residential buildings mean a few dollars a year, in the large steam plant it may mean hundreds, or possibly thousands of dollars.

One of the contractors has a rather unique plan by which to persuade the large plant owner to have his insulation applied by experienced mechanics. This contractor asks that his mechanics may do a small portion of the work as a sample, so to speak, or as a guide, for the work to be done by the plant's own workmen. In many cases the result is that the plant's engineer and his helper are ashamed of the work done by their inexperienced workmen and it generally ends by giving the whole contract to the contractor.

The success of this plan has been confirmed by another contractor, working in an entirely different section of the country, who tells us that if he gets the chance to do the application work on the job, even tho a small one, it is not hard to land the next one, even, in some cases, in spite of the fact that his competitors have quoted a lower price. This contractor, of course, prides himself on the excellent quality of his work.

There is another angle from which to discuss this problem —that is in connection with the steam fitter or heating contractor, but we will leave that go until another time.

The Asbestos Workers of Buffalo, N. Y., are at present on strike, they asking $1.12½ per hour, instead of the present rate of $1.00.

The strike of the Asbestos Workers of Rochester, N. Y., who asked for $1.12½ per hour, instead of the previous rate of $1.00, has been settled, (on April 18th) by an agreement reached between the contractors and the Workers, whereby the pay for the first three months subsequent to April 18th would be $1.05, and thereafter $1.10.

We wish all contractors would send us news of strikes or other items of interest to contractors in general.

Also continue to discuss the subject of Application by Consumers. There are a great many contractors from whom we have not as yet received comments.

Next month we expect to print information as to wage rates in the larger cities.

Contractor's slogan for May.

First job well done is cheapest in the end.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 27 of 53 asbestosclaims.law/library/12103/27



Black Lake Asbestos and Chrome Company
LIMITED

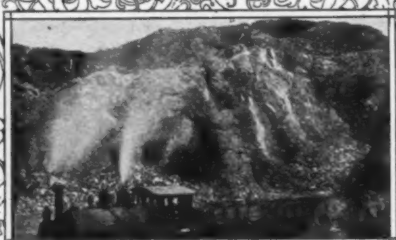
Controlling
Union Asbestos Mines
Southwark Mines
Imperial Asbestos Mines
Black Lake Chrome Mines
Coleraine Chrome Mines

Mines at Black Lake, Que.
Canada

CRUDES and FIBRES
Shingle Fibres a Specialty

Head Office
Jacobs Building
MONTREAL

Branch Offices
Paris Yokohama Hamburg

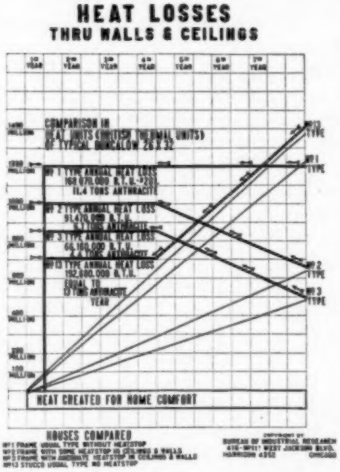


Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 28 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/28

Fuel Cost Rating of Buildings

The subject of house insulation, treated rather generally in the April issue, is receiving more specific attention in several different directions.

For instance, just as the April issue was mailed, we noticed in the Literary Digest an advertisement of Johns-Manville, Inc., offering to the public "Houseline," a sheathing material for use between floors, under roofs, in walls, and, in fact, as its name indicates, a lining for the whole house.



Sketch copyright by Bureau of Industrial Research, Chicago

At about the same time our attention was called to the work being done by the Bureau of Industrial Research of Chicago, for this same cause. The Bureau of Industrial Research, having nothing to sell, begins at the bottom, and figures, first of all, the exact heat loss in various types of buildings, or, as they term it, the "fuel cost" of buildings. Thus, they have worked out a chart showing the heat lost thru walls and ceilings of four different types of houses. See above.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 29 of 53 asbestosclaims.law/library/12103/29

The desired result is the establishment of the Better Building Registry, the object of which is to furnish owners and contractors who build good structures (large or small) with credentials to which the building is entitled. Thus all buildings will be rated as to "heatability," and a bureau will be created in every city and town of importance for the purpose of so rating the buildings and distributing the information to those interested. The ultimate effect will be reduction in the number of poorly built and poorly heated houses, flat buildings and industrial structures. The evidence concerning the building would be analogous to evidence as to the condition of the real estate title furnished by an abstract. The establishment of a branch registry in the offices of a trust company would extend the facilities to any city and town, and the registry would serve the public by furnishing information on any registered building.

Thru such bureau or registry it would be impossible, when a building is for sale, for prospective customers to learn whether the building is easy or hard to heat, and the amount, in tons, of coal or other fuel it will take to heat it comfortably.

Ultimately, of course, such a system would lead to better building standards, for naturally, if it is possible to tell, before buying, the amount of coal necessary to heat the building comfortably, that factor would influence very greatly the customer's decision. The better constructed houses, showing low "fuel cost," would naturally be more readily salable than the flimsily put together dwellings which show a high rate of fuel consumption.

Moreover, it is claimed by the Bureau of Industrial Research that buildings which are not constructed to resist the exit of heat in the winter, or the entrance of solar heat in the summer, rapidly deteriorate because the changes in temperature thruout are greater and more frequent and cause a movement of all the members, resulting in the opening of seams and cracks for the entrance of cold winds. Likewise, the building which has the most permanent value is the one which has the greatest uniformity of temperature indoors.

Such a movement, while not yet entirely worked out, is worthy of thought and effort, shows the trend of the public mind, and has the one rather unusual feature of benefitting practically everyone.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 30 of 53 asbestosclaims.law/library/12103/30

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. Schaaf-Regelman,** *Distributor*
220 Broadway, New York City

HOLLYWOOD PUT *BEST* IN ASBESTOS

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 31 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/31

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

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 32 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/32

MARKET CONDITIONS

Of all the industries which affect the Asbestos market, the automobile and building industries are the most important. And these two industries are at present, apparently, going in opposite directions, for the slump in retail sales of automobiles is causing the manufacturers to proceed cautiously, while building has not abated, and in fact is going ahead faster than ever.

The falling off of retail sales in automobiles is attributed by some largely to the lateness of the spring, but the general belief is that the late spring would not account for all the slump.

There is no question however, that the building industry is continually on the increase. During the first quarter of the year the contracts let in the 36 eastern states covered by F. W. Dodge Corporation, showed the tremendous total of $1,034,870,900, and the figure for March alone was $433,340,300.

Raw Material.

When we turn from general business conditions to those of our own industry, what do we find? Very little change indeed. Practically none at all in the raw material end. Slightly lower prices, perhaps, in some of the lower grades; the mine operators still working, with probably more chance of success than previously thought, toward an overall organization for the sale of their material; and the continuance of the efforts of the mine operators to bring about government regulation; practically no change in demand.

E. J. Wilson, a Consulting Mining Engineer, and well known thruout the asbestos industry, advocates an intensive and extensive advertising campaign to stimulate trade.

"It seems to me," said Mr. Wilson, in a personal interview with our representative, "that the temporary curtailing of production, and the wholesale advertising of asbestos on an extensive scale, offers the most feasible solution to the present situation."

Mr. Wilson declared there was little hope for betterment of conditions within the trade, until miners as well as manufacturers lent the proper co-operation and put their shoulder to the wheel. "They could do much to alter the present condition, obtaining in all lines of trade, if they would but face the situation as it is, cut down production and turn their thoughts to advertising their product."

Mr. Wilson but recently returned from the mining district of Canada, and after a careful study of conditions, says that he found only a few of the mines, with unusually rich deposits, making money.

The May 2nd issue of the Financial Times, Montreal, contains an article headed "W. G. Ross Suggests Basis for Settling Asbestos Troubles" and the May 1st issue of the Journal of Commerce of Montreal, prints a very well written, tersely put article under the title "What is Wrong with the Asbestos Industry", the authorship of the latter being unknown. Those of

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 33 of 53 asbestosclaims.law/library/12103/33

our clients who are interested in the Raw Material Market should read these two articles.

Asbestos Textiles.

In the Asbestos Textile Industry we find the general expression that business is moving along satisfactorily, one of the manufacturers stating that the quarter just closed has been a very good one and that he expects the balance of the year to continue at about the same rate. The demand for Asbestos Textiles seems to be healthier than has previously been the case, and more constant.

Prices are still low, in fact there has been little change. One of our clients expresses it as his opinion that the bottom has been reached and any change which may occur will be upward. For the good of the Industry at large, we hope so.

Brake Lining.

The Brake Lining Market is reported to be fairly good, and better than at this time a year ago.

Paper and Millboard.

Paper and Millboard show a slightly greater volume than at this time last year. Prices, altho low, are fairly firm.

Insulation.

In the face of increased building the insulation market has little to fear so far as demand is concerned. Price should react to the same melody, but at present does not seem to be able to strike the right note. The price of labor is so high that contractors evidently believe it to be their duty to supply the material at cost in order to offset the high application charges. Volume of insulation business this year is better than last. June and July, and in some places August are the low tide periods in the insulation line.

Shingles.

The shingle business continues exceptionally good, demand being such that it would not be possible for domestic manufacturers to supply the demand, even if no foreign material was coming in.

Summary.

On the whole things do not look so dull, and there are many reasons believe that conditions will improve all along the line, particularly in view of the real efforts which are being put forth by many manufacturers and groups to hasten such improvement.

"How's business, Abe?"

"Oh fine. I got a $10,000 order yesterday."

"Go on, I don't believe it."

"Honest, I did. I'll show you the cancellation."

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 34 of 53 asbestosclaims.law/library/12103/34



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

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 36 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/36

Imports and Exports of Asbestos

Imports into the U. S. A.

Unmanufactured Asbestos:

	February 1923		February 1924	
	Tons	Value	Tons	Value
Belgium	....	.....	5	$ 132
Canada	6,783	$365,357	11,527	446,175
England	280	66,827	130	24,595
France	....	47	....	.....
Germany	160	12,000	....	.....
Italy	....	.....	1	214
Br. S. Africa	....	.....	64	3,879
	7,223	$444,231	11,727	$474,995

Manufactured Asbestos Goods.

	January 1924		February 1924	
	lbs.	Value	lbs.	Value
Yarn				
England	471	$ 164.00	500	$ 531.00
Fabrics, Woven				
England	410	562.00	8,671	3,413.00
Fabric Packing				
France	200	281.00	....	....
Packing, not Fabric				
Austria	524	139.00	....	....
England	...	....	463	159.00
Shingles, Slate, Wood and Lumber				
Belgium	77,095	1,131.00	....	....
Canada	42,310	1,447.00	....	....
Germany	...	....	2,607	353.00
Total	119,405	2,578.00		
Asbestos Cement				
Canada	...	....	138,280	558.00
Other Manufactures				
Belgium	228,095	14,659.00	1,806,765	25,274.00
Canada	3,900	233.00	751	170.00
England	5,359	1,353.00	26,566	20,985.00
France	6,360	573.00	9,690	451.00
Germany	....	.....	2,051	451.00
Netherlands	....	.....	5,826	182.00
Total	353,714	$16,818.00	1,851,649	$47,478.00
Grand total of all manufactured goods.	*474,724*	*$20,542.00*	*2,002,170*	*$52,492.00*

During February 1923, imports of manufactured asbestos goods totalled 83,972 pounds, valued at $9,570.00.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 37 of 53 asbestosclaims.law/library/12103/37

Exports from the U. S. A.

Exports of unmanufactured asbestos for the month of February 1924, totalled 96 tons, valued at $5,596, compared with February 1923, the figures for which latter were 5 tons, valued at $437.

Exports of manufactured asbestos goods:

	February 1923		February 1924	
	Lbs.	Value	Lbs.	Value
Paper, mlbd. & rlbd.	191,316	$ 9,567	238,782	$10,679
Pipe Covg. & Cement	432,602	29,771	329,523	22,073
Textiles, Yarn & Pkg.	67,670	52,144	70,547	50,338
Magnesia & Mfrs. of	468,534	27,498	355,120	26,225
Asbestos Roofing	10,030 sqs.	16,649	4,713 sqs.	23,452
Other Manufactures	133,602	55,320	150,032	54,658

Exports from Canada (Raw Asbestos).

	January 1923		January 1924	
	Tons	Value	Tons	Value
United Kingdom	147	$ 11,175	315	$ 34,550
United States	5,844	344,102	4,527	217,153
Australia	...	.....	40	1,950
Austria	...	.....	...	.....
Belgium	540	34,500	115	7,725
France	428	25,770	522	35,738
Germany	170	34,625	150	12,150
Italy	22	4,400	22	4,950
Japan	470	22,750	975	59,475
	7,621	$477,322	6,666	$373,691
Sand and Waste—				
United Kingdom	90	870	120	2,100
United States	2,768	29,570	4,480	57,096
Other Countries	15	165	71	1,235
Grand Total	10,494	$507,927	11,337	$434,122

Imports by England.

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

	February 1923		February 1924	
	Tons	Value	Tons	Value
From Rhodesia	1,246	£41,712	351	£12,653
From Canada	135	1,657	541	8,234
From Other Countries	50	380	162	1,442
	1,431	£43,749	1,054	£22,329
Re-exports	1,402	51,183	580	20,312

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 38 of 53 asbestosclaims.law/library/12103/38

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

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 39 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/39

Exports by England.

Exports of *manufactured asbestos goods* by England during February 1924, compared with February 1923:

	February 1923		February 1924	
	Tons	Value	Tons	Value
To Netherlands	18	£ 1,642	15	£ 3,228
To France	38	8,398	54	9,196
To U. S. A.	3	1,368	17	6,006
To British India	72	3,012	65	4,689
To Other Countries	552	33,186	904	47,757
	683	£47,606	1,055	£70,876

Production Statistics

Rhodesia.

Production of Rhodesia during January 1924, was as follows:

	Tons	Value
Bulawayo District—		
Birthday (Willoughby's Con. Co. Ltd.) undeclared for March 1922—Nov. 1922..	62	£ 1,234
Nil Desperandum (Afr. Asb. Min. Co. Ltd.)..	822	12,328
Pangani (J. S. Hancock).....	15	178
Shabanie (Rho. & Gen. Asb. Corp. Ltd).....	695	17,385
Victoria District—		
Gath's (R. & Gen. Asb. Corp. Ltd.).....	383	9,592
King (Rho. King Asb. Co. Ltd.).....	169	3,383
Total	2146	£44,100

The figures for January 1923 were 1708 tons, valued at £39,315.

Union of South Africa.

Shipments and sales from the Union of South Africa during January 1924 were:

	Tons	Value
Transvaal	216	£4,538
Cape	214	2,581
	430	£7,119

During January 1923, 628 tons were shipped, valued at £8,853.

Our attention has been called to two errors in the tabulation given in the April number covering shipments for the years 1922 and 1923. In the first place the total for

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 40 of 53 asbestosclaims.law/library/12103/40

ASBESTOS PAPER AND MILLBOARD

SALT MOUNTAIN COMPANY
SAL-MO
PRODUCTS

The Mark to Buy
Asbestos By

To Get MAXIMUM EFFICIENCY

in

STEAM POWER DISTRIBUTION
OVENS and GAS RANGES, ETC., and
in FURNACE INSTALLATIONS

**INSULATE WITH SAL-MO
ASBESTOS PRODUCTS**

Samples and Prices on Request

Salt Mountain
COMPANY

140 S. Dearborn St.,
CHICAGO, ILL.

SCRANTON, PA.

BOSTON MASS.
268 State Street

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

ASBESTOS PIPE & BOILER COVERING

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 41 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/41

1922 should be 4384 tons, rather than 14,384 as stated, while the March 1923 figure should be 897 tons, instead of 807 tons.

Cyprus.

Shipments and sales from Cyprus for 1922 and 1923 were as follows:

	1922		1923	
	Tons	Value	Tons	Value
To United Kingdom.....	...	.....	21	£ 357
To France	105	£ 2,850	85	1,340
To Belgium	450	9,413	530	10,000
To Italy	480	11,500	120	2,400
To Switzerland	485	13,740	730	14,600
To Austria	...	.....	10	180
To Spain	...	.....	60	480
To Other Countries	10	222	...	.....
	1,530	£37,725	1,556	£29,357

Australia.

We are indebted to Mr. Andrew Reid, managing director of the Asbestos Slate & Sheet Manufacturing Co., Ltd., Sydney, for the following statistics as to production of asbestos in Australia during 1923:

Western Australia ...	114.84	tons valued at	£4,032
New South Wales	204.	" " "	4,267
	318.84	" " "	£8,209

These are the only states in Australia producing asbestos.

More than 100 delegates from the leading nations of the world have registered for the World Motor Transport Congress to be held in Detroit, May 21st to 24th.

The article published in January "ASBESTOS" concerning asbestos yarn has created quite a little comment, and criticism, by European manufacturers, some of whom make a 100% asbestos yarn of very fine quality.

Mention was made in the March number of Cresswell's Limited 100% Asbestos Yarn, and now we have received a very nice specimen of pure asbestos yarn from Societa Italo Russa, of Turin, Italy.

Societa Italo Russa have also sent us a beautiful sample of Italian crude asbestos, for which we are very grateful as our collection did not include such a specimen.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 42 of 53 asbestosclaims.law/library/12103/42

NEWS OF THE INDUSTRY

R. J. Evans has severed his connection with Mikesell Brothers of Wabash, Ind., his resignation taking effect April 1st.

Mr. and Mrs. Clement Restein, of Hatboro, Pa., sailed on Saturday, April 19th, for a six week's trip abroad. Mr. Restein, as most of our readers know, is President of the Belmont Packing and Rubber Corporation of Philadelphia.

The rate of royalty on Quebec Asbestos remains at the 2½% figure. When this rate was established, it was effective from January 1st, 1922 to January 1st, 1924, and a recent meeting of the provincial cabinet decided to let the rate stand at the 2½% figure for the present.

Wallace & Gale Company. An omission was made in April "ASBESTOS," when giving the little history of Wallace & Gale Company. Mr. H. A. Buhman should have been mentioned in this article as being active in the estimating and roofing department.

The Asbestex Corporation was organized and incorporated February 1923, under the laws of the State of New York for $200,000. The officers of this Corporation are John C. Enders, Active President and General Manager and Dr. Carl A. Huber, Secretary and Treasurer. The Asbestex Corporation contemplates the manufacture of high grade Asbestos and Cotton Brake Linings, "Asbestex Brand," also solid woven Cotton Belting and Webbings of practically all descriptions.

Franklin Mfg. Company. Master's Sale of the real estate and buildings of the Franklin Manufacturing Company was held on Friday, April 25th, at ten o'clock A. M., while later in the day, at two o'clock, Receivers Sale of all unsold finished stock, raw stock and other personal property belonging to the Company was held at Franklin. On Saturday, April 26th, at ten o'clock A. M., stocks of raw and finished material at the Stoneboro plant of the Company were offered for sale.

Birthdays. Our birthday list this month contains the names of Alvin M. Ehret, President of Ehret Magnesia Mfg. Company, whose birthday is May 15th; Sumner Simpson, President Raybestos Company, May 17th; M. B. Barkley, Vice President General Asbestos & Rubber Company, on May 27th. We extend to all these gentlemen hearty greetings.

B. I. Lovenheim formerly with the Tested Weaving & Belting Company of Rochester, N. Y., has accepted the position of Special Sales Representative of the Asbestex Corporation in the same city.

The Commerce Monthly published by the National Bank of Commerce in New York, contains in its April number an article "Asbestos and Its Manufactures." The article is fairly comprehensive and accurate with the exception of two slight errors.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 43 of 53 asbestosclaims.law/library/12103/43

General Asbestos & Rubber Co. In order to effect certain economies in the management and operation of the General Asbestos & Rubber Company, and because of the desire of C. B. Jenkins, Sr., to be relieved of the duties imposed upon him as president in charge of the active management of the company several changes were made on April 1st. Officers and directors of the company are now as follows: C. B. Jenkins, Chairman of the Board; S. Simpson, President; M. B. Barkley, Vice President and general manager; H. C. Simpson, Vice President; M. F. Judd, Vice President; E. H. Jeffords, Secretary-Treasurer; F. B. Gardner, John P. Thomas, R. S. Small.

Mr. Jenkins expects to leave the latter part of this month for a vacation in Europe.

Asbestos Corporation of Canada. At the annual meeting of the Asbestos Corporation of Canada, Limited, held on April 30th, in Montreal, the following Directors were elected: W. G. Ross, President; Wm. McMaster, Vice President; C. W. Colby, M. P., Ph. D.; J. W. Cook, K. C.; H. J. Fuller, W. C. Finley, and H. E. Mitchell.

Norman R. Fisher, who on April 1st resigned as Manager of Consolidated Asbestos Limited, was recently presented with a sterling silver cup, on a mahogany base, by the employees of the company and members of his old staff, as a token of their regard. At the same time a silver vase was given to Mrs. Fisher.

The Goliath Belting, Packing & Rubber Co., Ltd., has been formed as a private company (capital £12,500) to carry on the business of manufacturers and dealers in belting, packing and rubber goods used in connection with or as parts of machinery, apparatus or plant, clutch, brake and other mechanical linings, mechanical belting, jointing, packing, hose of all kinds, balata, hair, cotton, leather, and all other goods. The registered office is at Mount Chambers 81, The Mount, York.—India Rubber Journal.

The Asbestos Covering and Textile Company of Boston, has recently added to its sales force, G. A. Lofberg, formerly associated with the New England Asbestos Company. Mr. Lofberg will specialize entirely on pipe covering contract business.

The Fireproof Construction Company (N. P. MacMullen, proprietor) on April 21st removed to 8th St. and Chelten Avenue, Oak Lane, Philadelphia. They were formerly located at 2050 Ludlow Street.

The National Association of Oxy-Chloride Cement Manufacturers held their annual meeting at Pittsburg on April 18th and 19th. The following firms were represented: The Marbleloid Company, New York City; Franklin R. Mueller Co., Waukegan, Ill.; Rocbond Co., Van Wert, Ohio; American Monolith Flooring Company, Milwaukee, Wis.; National Kellastone Co., Chicago, Ill.; Marine Decking Company, Philadelphia; Everlastbestos Flooring Company, Rochester, N. Y.; Acme Asbestos Covering and Flooring Co., Chicago, Ill.; American Materials Co., New York City. All of these firms are users of Asbestos

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ACL Doc 12103 · Page 44 of 53 asbestosclaims.law/library/12103/44

Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

Tel. Address:
Nedam Rotterdam

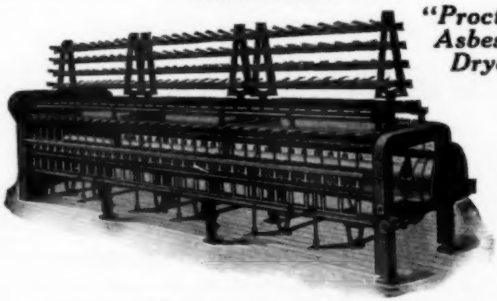
P. O. BOX 803

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

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 46 of 53
Published by AsbestosClaims.Law
asbestosclaims.law/library/12103/46

in considerable quantity, they manufacturing stucco, wall plaster and flooring. We are advised that the business is rapidly growing, due perhaps to the desire of architects, builders and the public generally to reduce fire loss by using fireproof materials in building.

The Chinese Asbestos Fibre Works, Peking, is organizing a sales office in Hankow.—India Rubber Journal.

Comments on the European Situation

Returning from an extensive tour of European countries, Walter R. Leventritt, President of the Asbestos & Mineral Corporation, says that he found conditions abroad considerably altered within the industry since the World War.

While his report of the market abroad was not encouraging, due to the depressing effect felt in all lines of industry from the staggering war debt, Mr. Leventritt feels the dawn of prosperity is near at hand.

Mr. Leventritt believes that the report of the Reparations Committee, in a satisfactory adjustment of the War debt, will do much to stabilize a panicky market and encourage reconstruction work abroad.

"Altho the demand for asbestos showed considerable gains in Europe immediately following the War" says Mr. Leventritt, "virtually all reconstruction work in the countries made desolate by the late conflict, has ceased, and consequently little raw material is being used by our former allies. The English market has been lost by Canada to South Africa. France and the Balkan States, struggling under the burden of the war debt, are unable to buy and the consumption of asbestos in these countries is therefore comparatively nil."

Asbestos, Md., was threatened with destruction by fire on Monday. A fire in Asbestos must be like water in Venice.—



There is only one thing that the ingenious auto salesmen haven't tried to put over: Asbestos cars to be sold in—

ASBESTOS MANUFACTURING COMPANIES ATTENTION!

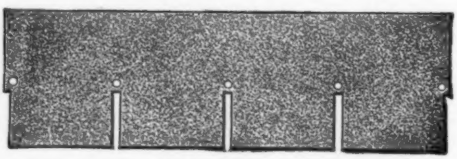
For sale or lease— A large and fully developed Chrysotile Asbestos property with immense bodies of finest quality Asbestos in sight. Mill and buildings, tunnels and shaft, with thousands of tons of ore on dumps. For further particulars address **George Lally, care "ASBESTOS."**

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 47 of 53
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NATIONAL AanA SLATE SURFACED ROOFING

(*Asbestos and Asphalt*)

1. Guaranteed for 20 years (cheapest per square per year Roof).
2. Fire Resisting. Class B Underwriters rating (other Asphalt Roofings rated Class C).
3. Non Curling.



Strip and Individual Shingles for houses

In rolls for factories, barns, warehouses and R. R. Buildings.

By capitalizing its advantages over Rag Felt types of Asphalt Roofings Asbestos Material dealers can, by proper sales effort make the sale of National AanA Roofing a very profitable department of their business.

NATIONAL ASBESTOS MFG. CO.

163-193 Henderson St., JERSEY CITY, N. J.

Also Manufacturers of

Air Cell Pipe and Boiler Coverings
Asbestos Paper both flat and corrugated

Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 48 of 53
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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of "Asbestos" (Here insert name of publication.) published Monthly (Here insert frequency of issue.)

at Philadelphia Pa. (Name of post office and State where publication is entered.) for April 1 (State whether for April 1 or October 1.) 1924.

STATE OF Pennsylvania, COUNTY OF Philadelphia, ss.

Before me, a Notary Public (Notary Public, Justice of the Peace, or other officer authorized to administer oaths within the county where the publication is entered.) in and for the State and county aforesaid, personally appeared A. S. Possiter, who, having been duly sworn according to law, deposes and says that he is the Editor (State whether editor, publisher, business manager, or owner.) of the "Asbestos" (Insert title of publication.) and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Name of—	Post office address
Publisher Secretarial Service	246 N. 17th St. Phila.
Editor A. S. Possiter	Blue Bell Pa.
Managing Editor A. S. Possiter	Blue Bell Pa.
Business Manager A. S. Possiter	Blue Bell, Pa.

2. That the owner is: (If the publication is owned by an individual his name and address, or if owned by more than one individual the name and address of each, should be given below; if the publication is owned by a corporation the name of the corporation and the names and addresses of the stockholders owning or holding one per cent or more of the total amount of stock should be given.)

Secretarial Service composed of	
A. S. Possiter	Blue Bell Pa.
A. E. Ea	1134 E. 52nd St. Phila Pa

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is.. (This information is required from daily publications only.)

A. S. Possiter (Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this Nineteenth day of March, 1924.

[SEAL.] John Richardson (My commission expires July 21, 1927.)

Form 3526.—Ed. 1920.

NOTE.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of this statement in the second issue printed next after its filing. 61—4912

POSTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

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.

Asbestos Magazine, 1924, May 1924 Published by AsbestosClaims.Law
ACL Doc 12103 · Page 49 of 53 asbestosclaims.law/library/12103/49

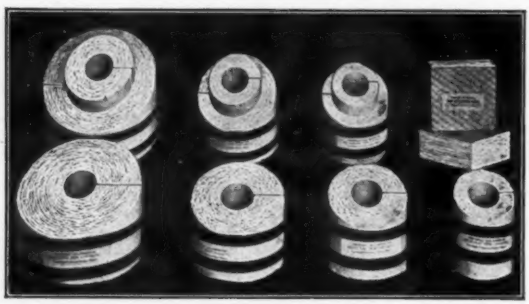
IMPERIAL ALL ASBESTOS COVERING

Wire Stitched with Water Proof Jacket for outside work



IMPERIAL ALL ASBESTOS COVERING

Wire Stitched—Canvass Jacket—Metal Banded
For High Pressure and Superheated Steam Lines



A combination of the two most effective insulating elements, i. e., felted Asbestos and "dead" Air Space.

Will not loosen nor crumble from vibration.

Can be removed and replaced without injury.

Will not Sag on Pipes. Strong and Flexible.

— Manufacturers —

H. F. WATSON COMPANY

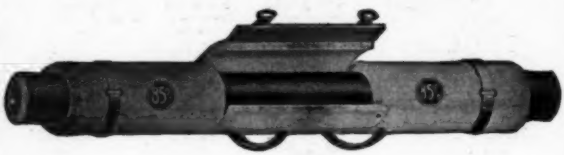
CHICAGO BRANCH
5331-39 S. Western Ave.

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Asbestos Magazine, 1924, May 1924
ACL Doc 12103 · Page 50 of 53
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The Lightest Weight Steam Pipe and Boiler Insulation Made

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GUESS Versus FACTS

You cannot *know* how a material will perform if you guess, or if you accept as Gospel, information offered by interested folks.

For instance, an asbestos manufacturer has been telling us that he could not use a certain fibre and, when pressed for an explanation, admitted that one of our honored competitors had told him so.

He tried a few tons, and found that he actually produced a better finished product, at *lower cost*, than had been made from *any* competing fibre.

We stand for honest, decent production and selling, and are well content to wait for the inevitable verdict.

Try a ton or two of Nodust No. 1 and be convinced that it is an especially productive spinning fibre.

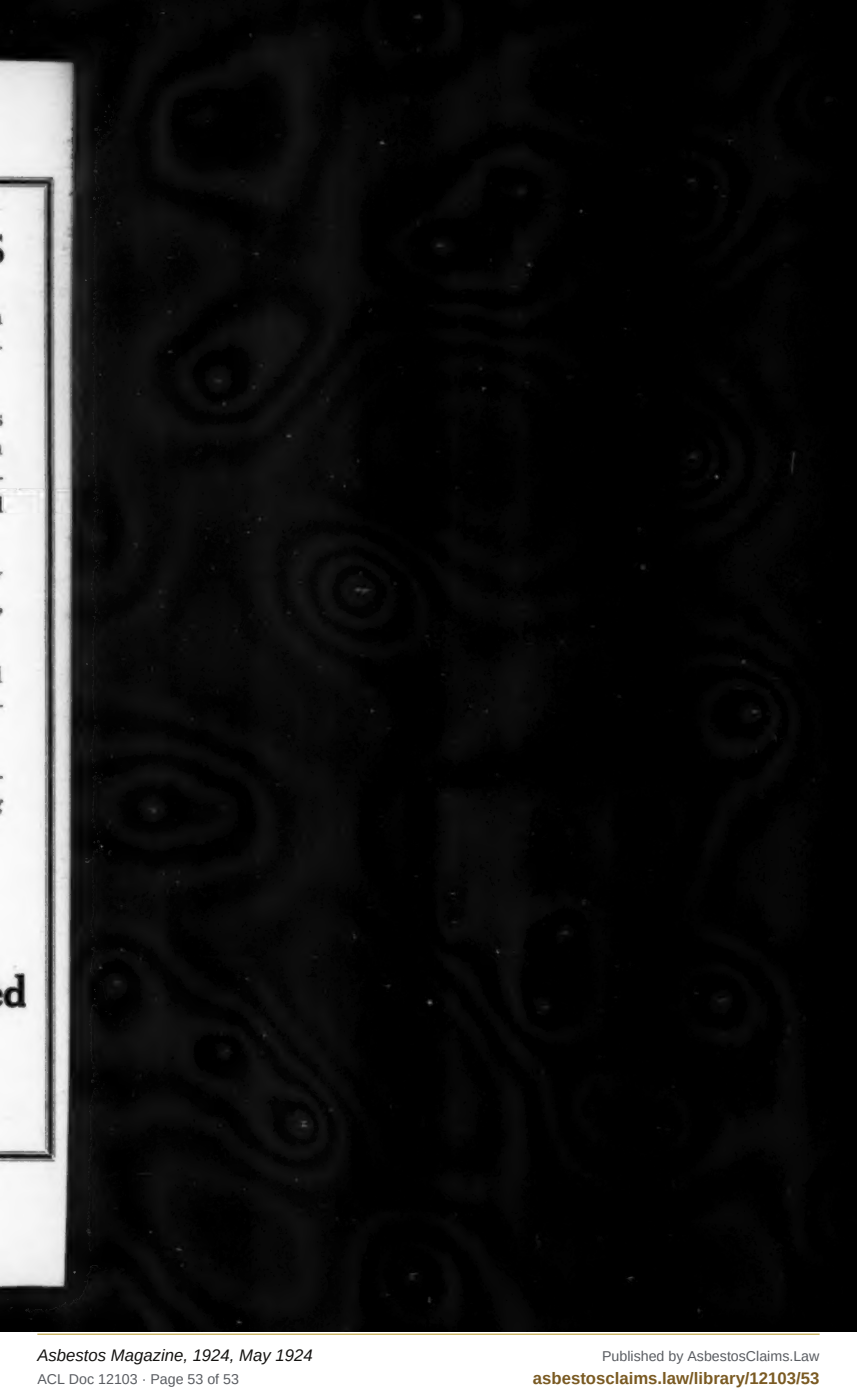
Don't guess—KNOW.

Consolidated Asbestos Limited

Canada Cement Building

Montreal, - Canada

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