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Vol. 6 JULY 1924 No. 1

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A. S. ROSSITER — *EDITOR*

PUBLISHING OFFICE

246 NORTH 17th STREET

PHILADELPHIA, - PENNSYLVANIA

Entered As Second Class Matter November 23, 1923. at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume VI — **JULY 1924** — **Number 1**

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TESTING AN ASBESTOS THEATRE CURTAIN AT THE BUREAU OF STANDARDS, WASHINGTON, D. C.

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Queer Experiences of an Asbestos Salesman

By J. H. Brown, *Salesman for Keasbey & Mattison Co., Minneapolis, Minn.*

(This Article won first prize in contest for stories on the above subject.)

This yarn I am going to tell you contains no cotton, and, in fact, is absolutely pure.

During the year 1923 I contracted to line a new smoke breeching at the power plant of the world's largest flour mill, located in Minneapolis, Minn. It was necessary to erect a new breeching out of doors along the wall of the boiler house, for the reason that the old breeching had to remain in place inside of the boiler house until the connections from the boilers could be made to the new breeching without shutting down.

The chief engineer of this plant made a very extensive investigation of the different types of linings offered by the various manufacturers in the selection of suitable materials, and it was decided that the material adopted must have the qualities to insure the following results:

1. To protect the metal from corrosion due to flue gases.
2. To be of a permanent character.
3. To be of a very high insulation value.
4. The third requirement is very important on account of the breeching being located out of doors and subject to a temperature of 20 deg. below zero at times, and it was, of course, necessary that the flue gases be kept at a high temperature at all times in order that the draft would not be impaired.

On the morning of January 28, 1924, Chief Engineer Frank M. Overholt telephoned me to come to the plant and suggested that I bring along a kodak, which I did. To my surprise I found icicles hanging to the outside of the breeching altho the temperature out of doors at that time was slightly above freezing.

We took photographs, two of which are reproduced with this article, and immediately afterwards Mr. Overholt took the temperature of the flue gases inside the breeching, finding it to be 396 deg. F. I do not know that I should give the exact specifications naming the material used for lining this breeching, as it would be advertising a certain

BUREAU OF STANDARDS, WASHINGTON, D. C.
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brand of breeching lining, but anyone interested could readily obtain this information from Mr. Frank Overholt, Chief Engineer, Pillsbury Flour Mills Company, Minneapolis, Minn. I might mention that the total thickness of the breeching lining is 2½". I believe everyone will agree that the type of insulation used must be of a high order in view of the circumstances outlined.

Another queer experience I had dates back about twenty years. Mr. Norris was then branch manager of our



SHOWING THE ICICLES ON THE BREECHING AT THE PILLSBURY FLOUR MILLS, MINNEAPOLIS

concern in Minneapolis, and invited the writer to accompany him on a trip to Winnipeg, Canada, to look over that city with a view to establishing a branch.

After putting in nearly a week of hard work without much result, except a heavy expense account, we started back to the hotel late Saturday afternoon, when Mr. Norris noticed a large tent and awning company's sign on one of the cross streets about three blocks from where we were, and suggested that I call and try to obtain an order for some asbestos stove pipe rings or tent shields, saying that perhaps we could get enough profit out of the order to pay for the dinner.

I called on the proprietor of this tent and awning factory, asked if they had ever used stove pipe rings, and was

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informed that they used quite a number and would like to have a quotation. I quoted prices on our tent shields, but our specifications as to width were not according to those he had been using and he was unable to make a comparison of prices, so I suggested that he show me samples of the various tent shields he used. I then quoted prices according to his requirements. and evidently he had been paying an exorbitant price as he gave me an order on the spot for over $600.00 worth of tent shields, netting us a profit of approximately $300.00. You may imagine Mr. Norris' surprise when I returned to the hotel with such an order as we had been in the habit of selling tent shields a dozen at



A CLOSE VIEW OF THE ICICLES ON THE BREECHING

a time, which accounts for the good margin of profit on the prices quoted.

Another queer experience which I had was in connection with the Central Heating Plant located in Virginia, Minn. About five years ago there was a very large pipe covering installation job up for figures. The job consisted of

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covering some mains underground, and bidders were requested to figure according to the specifications furnished and allowed to make their own specifications as well.

When the bids were opened our proposal amounted to $57,185.00 as against several other figures ranging from $51,000 to $55,000. After the opening of the bids the Water and Light Commission decided to postpone awarding of contract and informed the bidders that they would be notified if the board wished to consult with them further.

Immediately after this information was given out I left for home, and about five minutes later the board changed its decision and requested bidders to appear a week later when the contract would be awarded. The Commission thought this information had been given to all the bidders; in fact, all of the bidders did know of it except myself.

The other bidders were all on hand a week later to learn of the award and as usual were allowed to present their arguments as to why they should receive the award. The board sent word for the writer to appear last, but as I had not been notified of the meeting was not on hand.

It happened that the board had already reached a decision to award the contract to our company, and the calling in of the other bidders was simply a matter of formality and courtesy; therefore when I was not on the job they put in a long distance call and postponed the awarding of the contract until the following evening when I arrived from Minneapolis, a ten-hour ride by train.

You may readily appreciate how welcome was a contract of this size, in view of the circumstances, especially since I believed the contract had been let to some other firm as I had had no word from the Commission.

Then there was the experience in connection with the pipe covering job at the University of Minnesota. The University buildings are heated from the central plant, and the main pipe is run in the tunnel approximately six feet wide by six feet high, which, by the way, is cut thru sand rock that is very soft, but which does not require re-inforcing.

In this particular case we had the contract to cover a 16″ steam main to the Elliott Memorial Hospital, located just about one mile from the heating plant. The pipe was

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ready for covering during the month of November, but unfortunately we were waiting for the magnesia covering which was in transit from the factory, when the weather turned quite cold.

The chief engineer was able to conduct the live steam from the power house to the hospital without insulation on the pipe, but the condensation was so great that the return pipe could not carry back the condensation rapidly enough, thereby rendering the steam plant useless as far as heating the building was concerned. Of course after the main and return were insulated there was no difficulty in properly heating the hospital.

Some months ago a news note appeared in various papers, to the effect that a South African company was manufacturing asbestos cement building materials, presumably shingles and sheathing, which was *reinforced with steel.*

Altho we have tried to obtain further information on this from various sources, we have not been successful. If any of our readers know of this material, we would be glad to have full details.

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IMPORT

EXPORT

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Fire Test of a Theatre Curtain

The last of the series of tests on theatre curtains, conducted by the Bureau of Standards, Washington. D. C., was made in March, and altho the official report has not yet been published. a few interesting results of the tests have been made public.

The series included tests on types of curtains now in use and the developing of new types and improvements. The tests were made by placing the curtain to form one side of a furnace fired by fuel oil burners.

The first curtains tested were of the rigid steel type, having a sheet metal face on the auditorium side, an asbestos board covering on the stage side with structural steel framing between them, the total thickness being about seven inches. This type of curtain held back fire, smoke and glow for a period of over half an hour, which gives more than ample time for the audience to leave the theatre, the exit facilities for which are made to enable emptying in five minutes or less. Tests were then made of the ordinary single asbestos cloth curtains. These were found rather inadequate as fire stops, the cloth losing strength readily when exposed to fire, and the single thickness permitted smoke and glow to show on the auditorium side.

An asbestos cloth was then developed having fine monel, nickel or chromium-nickel alloy wires woven into the asbestos cloth which retained its strength much better than the plain or brass wire reinforced cloth, but as tested in single thickness considerable smoke and glow still showed on the unexposed side. Tests were then made on curtains of two plies of cloth, the one just tested having the front and back asbestos cloth facing separated by a metal framework that connects with guides, trolleys and track at the side in such a way as to maintain the curtain in place and enable it to operate under considerable pressure as from wind or drafts produced by a fire. Improved details were also provided to prevent smoke from passing around the edges of the curtain.

The result of the test with this curtain can be regarded as fairly satisfactory, very little smoke, and almost no glow showing on the unexposed side during the test which lasted for 15 minutes, at the end of which time a tempera-

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ture of 1700° F. was attained in the furnace, which corresponds to a very bright red heat. A curtain made similar to the one tested would weigh about one-fifth of that of a rigid steel curtain of the same size which would permit installing it in buildings that could not carry the heavier curtain.

Old Zeb was whitewashing his barn with a brush that had very few bristles left in it. The squire happened to pass and said:

"Why don't you get a new brush with more bristles in it, Zeb?"

"What for, squire?" asked the old man.

"What for?" shouted the squire, "Why man, if you had a proper brush you could do twice as much work."

"Mebbo so, squire; mebbo so," responded the old chap placidly, "only you see, I ain't got twice as much work to do."

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Contractors and Distributors Page

THE APPLICATION OF PIPE COVERING BY THE STEAMFITTER

"If a water pipe springs a leak and a man is losing 20 cents a day, he will telephone his plumber to come at once and fix it, and this because he can *see* the water running out. But if he is losing in escaping heat units, because of improper insulation, 40 cents a day, he will not listen to a salesman's argument that it should be stopped, arguing that it is simply a theory and talk used to effect a sale. It is surprising how some successful and intelligent business men (not engineers) will refuse to see the need of proper insulation and good work."

That is the way one of the larger contractors sums up the situation and that is one reason why it is so easy for the steamfitter to "grab" a job away from the legitimate insulation contractor, because the consumer, even tho he is convinced of the necessity of insulating his pipes and boilers, cannot understand why a "mechanic" in no matter what line, cannot do the application work just as well as an experienced pipe coverer. "Why I could do it myself, if I had on overalls" is his argument perhaps.

And since he does not care how the work is done, it naturally follows that he does not care who does it. Therefore, if the steamfitter will handle the work in with his own particular portion of the job, that is so much less trouble for the consumer (or so he thinks) and the steamfitter gets the work.

What can the insulation contractor do to prevent the steamfitter from taking this work away from him?

In some cities, of course, the Union solves the problem, because the Union will not allow pipe fitters to apply pipe covering; but in other places the Union is not so strict.

As has been said, it is almost useless to obtain the intercession of the owner, or consumer.

One contractor suggests getting to the source of the trouble by going direct to the architect or engineer, and endeavoring to have them see the wisdom of proper insulation, and having them so word their specifications that they will insist on the covering being applied by "skilled mechanics in this line."

An engineer or architect will not offer the same objections as does the consumer. The engineer or architect knows that insulation is necessary, and he believes at least to some extent that heat can be wasted and that coal, and therefore dollars, can be saved by preventing the escape of the heat. The only trouble is that it isn't his coal or his dollars that are being lost, and he is apt to carelessly forget the money to be saved or lost by the owner ultimately, in his effort to make the present, or first cost, low enough to suit the customer.

The whole question narrows itself down to one of education. Education of the owner to the need of properly applied insulation; education of the engineer and architect so that he will

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realize the wide differences in the saving of heat thru insulation properly applied compared with that put on by inexperienced men.

And it is difficult for the individual contractor to make much headway if he attempts it alone. But a big, overall publicity campaign, carried out by the insulation contractors as a unit, supplemented perhaps by the manufacturers, would solve the problem.

A cut has been made in pipe coverers' wages in Kansas City, Mo. The rate is now 85c an hour for mechanics.

In St. Joseph, Mo., pipe coverers have received an increase in wages—their rate at the present time being $1.10 per hour.

Readers should send in information as to strikes in their territory, increases or decreases in wage rates, etc., etc.

Contractor's Slogan for July: "The finished job will show the kind of man who performed it."



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THETFORD MINES - QUEBEC, CANADA

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Production Statistics

Rhodesia.

	March 1924 Tons	Value
Bulawayo District—		
Nil Desperandum (Afr. Asb. Min. Co., Ltd.) .	50	£ 635
Pangani (J. S. Hancock)	15	177
Shabanie (Rho. & Gen. Asb. Corp., Ltd.)	842	21,046
Shabanie Tonnage not previously declared ..	122	
Victoria District—		
Balmain (Afr. Asb. Min. Co., Ltd.)	134	2,685
Gath's (R. & Gen. Asb. Corp., Ltd.)	352	8,795
King (R. King Asb. Co., Ltd.)	208	4,154
Total	1,723	£37,492

Union of South Africa.

Shipments and sales from the Union of South Africa during March 1924, as reported by the Department of Mines and Industries of that country, were as follows:

	Tons	Value
Transvaal	346	£ 6,738
Cape	320	4,160
	666	£10,898

It may be interesting to compare the figures for such shipments and sales covering the first quarter of 1924 with those for the same period in 1923:

	1924	1923
January	430	628
February	484	794
March	666	897

United States.

As reported by the Geological Survey, production of asbestos in the United States during 1923 was as follows:

	Tons	Value
Chrysotile	212	$20,533
Amphibole	98	4,293
	310	$24,826

All the chrysotile variety was produced in Arizona and and California, while the amphibole variety came from Georgia and Maryland.

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ASBESTOS

MARKET CONDITIONS

The uncertainty prevailing in business circles as to the trend of general business during the next month or so has become more and more marked during the past few weeks.

The reason perhaps is that no man wants to admit unreservedly that business is bad, and yet he can't truthfully or convincingly say that it is good.

The present situation in practically all basic industries, and particularly in steel and automotive, is very discouraging, especially from an asbestos man's point of view, for asbestos has for years taken its cue from steel, and latterly the automobile market has proven a very decided factor in the asbestos business.

The automotive market is more optimistic, however, with the advent of July, and in fact dealers believe from present indications that July will be a fairly good month, showing much larger volume of cars sold than May or June.

Forbes, while not exuberant, by any means, neither is discouraging, and points out several factors which indicate better trade in the Fall.

As to Asbestos and its products specifically:

When there are expressed to us such very diverse opinions of the asbestos market as have come to our ears within the last few weeks, from the various divisions of the Asbestos Industry, it is most difficult to write intelligently of the market situation.

Whether these opinions have been given us with the express purpose of coloring our comments on the Market Situation, we do not know but if so, the givers have failed of their object because the reports on the one hand are so very bullish, and on the other so decidedly bearish that it wouldn't be possible to make use of them in writing of the market.

Be that as it may, there are a few real facts which stand out incontrovertibly on both sides. These are:

The swinging more and more to African Asbestos and away from Canadian, in the higher grades.

The slack demand, probably as a consequence, for long spinning fibres, which has existed for some time.

The curtailment of shipments by the larger manufacturers, showing a lessening of production of manufactured asbestos goods—which curtailment was mentioned last month.

The very low prices prevailing on all grades of fibres, and on most of the manufactured products.

A careful survey of all markets in the Asbestos Industry seems to indicate that the Paper Industry is best as to volume, and this should increase soon in anticipation of the fall insulation trade. This does not mean that the Paper manufacturers are having anything like a boom, or even a normal year—but they are holding their own rather better than other divisions.

The Industrial market is always dull at this season and

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should improve within the next month or so when the fall demand for pipe covering sets in.

We are told by the packing manufacturers that their market is very slow. Textiles are not moving to any great extent, brake lining isn't as bad as it might be.

The Belgian patent situation will probably affect the shingle market, but there has hardly been time as yet to determine to just what extent.

If these few comments are helpful to anyone we shall be very glad and if our readers will send their opinions it will help us the better to rightly interpret the market situation for the benefit of those interested.

Getting Rid of the Seasons

By William R. Basset, President of Miller, Franklin, Basset & Company, Inc.

Of all the so-called "unsolvable" problems of business, perhaps the most expensive and the least necessary is the problem of seasonal production.

Few concerns make any effort to solve the problem. They accept it as unalterable, probably in the belief that the seasons are an act of God. If they are rich they pile up inventories for a short selling season by keeping the plant going the year round. If they can't finance that, they shut their plants down.

Yet every year a few more concerns succeed in doing away with seasons. A branch of the garment industry reduced costs and prices enough by year round production to greatly lengthen the selling period. Another business reduces prices in the off-season as an incentive to its retailers to buy then.

A soap manufacturer found that it was the jobber who had the seasonal hallucination. When he went direct to the retailer he found that people wash with soap the year round. He now guarantees year round employment to his workers.

Even the building industry which comes in closest contact with cold and snow has found that in most climates construction can go on in winter as well as any time. The American Construction Council has shown that the building season can be lengthened and hopes ultimately to do away with the peaks and valleys in its industry entirely.

When more concerns cease hibernating during off seasons, their profits will be bigger and labor troubles fewer. A little study will show any industry that it need not have such violent seasonal fluctations.

The lucky man today probably used his head yesterday.

FOR SALE—Established Manufacturer of Steam and Water Packings has a set yearly overhead of $150,000 yearly sales. Will make a very attractive proposition to a large jobber to take all or part of the above amount. Address TBP-B1, "ASBESTOS".

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THE ASBESTOS & ELECTRICAL FITTINGS CO. LTD.

HOPETOUN HOUSE, 5 LLOYDS AVENUE

LONDON E. C. 3. ENGLAND

ARE ABLE TO OFFER ALL GRADES OF FIBRE PRODUCED AT THE FOLLOWING MINES REGULARLY GRADED AND FREE FROM STONE AND GRIT

BIRTHDAY MINE
NIL DESPERANDUM MINE } SHABANI

RHODESIAN WHITE ASBESTOS

TELEGRAPHIC ADDRESS: "VULBESTON"

CODES USED: BENTLEY'S, LIEBER'S, A. B. C. 5TH EDITION, WESTERN UNION UNIVERSAL EDITION

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EDITORIALS

Knocking Asbestos.

"Why can't I buy a *good* asbestos table mat for ten cents any more?" asked a woman of my acquaintance the other day.

She didn't stress the ten cents, either—would have been willing to pay more for a really good mat, but as she had always bought them in the ten cent store, naturally she took what they offered her for the ten cents.

The ones she had recently purchased, she explained, were of such poor quality that when they were placed on the stove under the kettle, they "burnt" and gave out a queer odor.

It may not be possible to make a good mat for ten cents at the present time, but if not, why make a poor one?

If a man, woman or child knows anything about asbestos, if they have ever heard of it at all, they know that it is "fireproof."

Therefore, if a stove mat shows a tendency to burn and give out an odor, because of the foreign substances it contains; if a brake lining "smokes" easily on a steep grade; if any other asbestos product, because of the foreign matter it contains, shows an inclination to lose its fireproof qualities, the manufacturer has accomplished the same result as if he had deliberately "knocked" asbestos.

Of course the manufacturer knows that it is not the asbestos itself that burns, but the consumer could not be convinced of that in a thousand years, even if you had the chance to try to convince him. So far as the consumer is concerned the asbestos "burnt" and that is the end of it—both the incident and the asbestos.

If a manufacturer "knocks" asbestos, we can't expect the consumer to do less, and soon we have a merry little tribe of hammers destroying the confidence of the public in the merits of asbestos.

The Reason for the Low Price.

"Wildcat competition" some one has called it, and the term is not half bad, for you can lose money on wildcat

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competition just as surely as you can lose it on wildcat promotion, and the like. And it isn't always the seller of the material that loses, either.

We have been having to endure high prices for so long that perhaps we can't be blamed if when a low price shows its head, or we find there is an opportunity to shoo up a still lower one, we make a grab at it without considering the consequences—just as a child will grab at a bunch of thistles for the pretty flowers, but soon finds the thorns underneath.

You have been buying some of your raw materials, or equipment, from the same firm or firms for years, always getting good service, good quality and fair dealing. Is it quite fair to the seller then, if you grab at a lower price from another concern without first learning if the price is a lower one on the same quality and service, or if it is merely a price on lower quality and service. There's a vast difference.

And even if you aren't altruistic enough to take the seller into consideration, the least you can do is to consider whether the lower price you receive is going to lower the quality of your goods, is going to give you more inconvenience and work, is going to lessen the reputation of your firm, your products or your service. Even from a purely selfish standpoint it is wise to act slowly and deliberately.

There is always a reason for a low price—it may be a good one, or it may be a bad one. Two women were standing before a window the other day in which were shown electrical appliances, one of them being priced at a very much lower figure than could be found anywhere else. "They are very cheap," said the one. "Yes," replied the other, "there surely must be something the matter with them."

It's always best to find out what "is the matter" with a low priced article. Sometimes the defect may not do any harm, but at other times it may.

And surely it is good policy to deal fairly with those concerns of which you are a regular customer.

Wanted: A Constant Co-efficient of Friction.

The Association serving the manufacturers of Asbes-

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tos Brake Lining, recently received a communication from a large automobile manufacturer, which we quote in part:

"We are about to conduct an investigation to find a brake lining or a friction material which would show a constant co-efficient of friction thruout its life, both wet and dry. We are not concerned with the actual value of the co-efficient of friction so much as that it *remains constant thruout the life.* Consequently, we will not confine this investigation to the customary asbestos and copper woven wire type of lining, for the solution may lie in an *entirely different* material."

We do not know when we have read a single paragraph which contained so much of promise or of menace as this one.

It indicates first of all that the propaganda of the Brake Lining Association, the Safety Councils, the Brake Inspection movements, etc., is cracking the hard shell of public opinion, and getting to the kernel, the result being the demand by this manufacturer, not for a lining which will give the greatest braking power for the first month or so of use, but one which will retain its braking qualities until it is worn down too thin to longer use.

The manufacturer is "not concerned with the actual value of the co-efficient of friction" possibly because if he can get a lining which has a *constant* co-efficient of friction, even tho a trifle low, he figures that such a lining would be a better preventative of accidents than one in which the co-efficient of friction "wears out" before the lining.

Such an opportunity for the brake lining manufacturers has not come along for many a day, but it is a problem which to our mind can only be worked out satisfactorily by the manufacturers *as a group.* If every Tom, Dick and Harry trys to force his own particular lining on the automobile manufacturer, that will accomplish nothing and may even result in the manufacturer turning to that "entirely different material" which he talks about. But a real, honest-to-goodness effort by the brake lining manufacturers to help the automobile maker obtain a solution of his problem, will undoubtedly benefit all linings and all lining manufacturers. And what a pity that the manufacturers have not already begun work of this sort so that they might

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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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have had ready *some* information to give this producer of automobiles.

On the other hand, if the automobile manufacturer is allowed to conduct his research along this line alone, he may be very easily led to turn to an entirely different material. And if such a thing would happen, where would be the tremendous market, the selling points for asbestos brake linings? Vanished into thin air almost overnight!

We do not for a moment imagine that a brake lining exists at present which is better than an asbestos brake lining, but in the world of science nothing is impossible, and if the manufacturers of asbestos lining let slip this opportunity to provide the sort of lining which the automobile man is seeking, it is quite within the range of possibility that a new material could be devised made from materials other than asbestos, which lining would give the result sought.

The last few years have seen other materials substituted for asbestos in several different places. We don't believe it very probable that asbestos brake lining could be satisfactorily replaced by a different material, but if we were manufacturing asbestos brake lining, we certainly wouldn't overlook any bets.

And since the machinery is set up, in the form of the Asbestos Brake Lining Association, ready to work out collectively matters of this sort, it surely would be a waste of time, money and energy to have the various manufacturers attempt to solve the problem individually.

At a coroner's inquest at Rochdale, during March, a statement was made by one of the medical expert witnesses that an employee of an asbestos plant in Rochdale had died from asbestos poisoning. The opinion was arrived at after a microscopic examination of the lungs.

The New York Tribune of issue May 11th, describes a garbage incinerator for use in the home or in hotels, hospitals, etc., which is lined with asbestos with an air space between the outer and inner walls. It is stated that the machine at times generates 1200 degrees of heat, but owing to its construction radiates very little heat.

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Difficulties in Selling Asbestos Materials

In the opinion of at least one salesman of asbestos lines, asbestos materials are more difficult to sell than most other commodities.

The principal reasons for this are the diversified uses for all asbestos materials, and the many, many varieties of each particular product manufactured from asbestos.

Consider for instance, the numerous cuts and plies of yarn, some with and some without wire, some having copper wire, others brass, monel and whatnot.

Again, in a commodity like asbestos packings—one manufacturer may make a dozen different kinds, each varying slightly from the other in composition, in form, in construction, and each variance being for some peculiar and particular purpose. In selling a product like packings, or gaskets, the salesman almost should be a mechanical engineer in order to be able to sell his customer the particular packing adapted to his purpose. This one may not have the resiliency which is required in a certain place; that one may be too soft; still another may not have the right treatment to withstand the peculiar conditions encountered. This one may come in contact with acids, that one with water and grease only, and so it goes, but the man who has no engineering education (either acquired or absorbed by contact) is unable to properly advise the purchaser.

Asbestos cloth can be woven from the many different kinds of yarn, making numerous combinations. The salesman must know whether the cloth best suited for the purpose should be finely woven or the reverse, or midway between, whether brass, copper or other wire would be most suitable, or whether it should contain any wire at all.

To know these things he must have a knowledge of chemistry, must be familiar with machinery to understand the peculiar conditions under which the cloth is used, have a knowledge of spinning and weaving so that he may offer the best combination at the best price—in short he must be a sort of walking encyclopedia, with brains enough to apply the knowledge.

One of the asbestos textile salesman's most difficult

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THE BRAND OF SUPERIOR QUALITY
AAC

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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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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tasks is the creating of new markets for his material. Asbestos is used in such obscure places that it requires an engineering education, plus a very active imagination and inquisitive mind, to vizualize a new use for some asbestos product.

Intelligent asbestos textile salesmen are constantly looking for places where asbestos products can be successfully substituted for an inferior substance or material already in use, or be introduced to overcome some existing adverse condition in some particular machine where other materials have failed to give the desired results.

Some time ago someone discovered that asbestos fibre could be used to advantage as a binder in the making of pottery. When the pottery was finished the asbestos had been eliminated by the very high temperature at which the pottery was baked, but the asbestos had served its purpose by holding the clay together and in the desired shape until the baking process was completed. In such a case, since the asbestos had disappeared from the completed product leaving not a trace of its one time existence, its use in this manner could only be discovered by a knowledge of the binding properties of asbestos and a guess that such binding qualities would make it a desirable element in the making of pottery.

As a general thing when asbestos or an asbestos product is substituted for some other material in a particular place, it is more costly than the material originally used, and often it is most difficult to convince the owner that he should pay more money for a material which is, so far as he is concerned, untried, and, to his mind, is likely to prove less satisfactory than the material he has always used.

But on the other hand, when the customer is once induced to try out an asbestos product it can generally be proven to him that the asbestos material gives better service—either by performing the function more satisfactorily, or lasting longer—and therefore persistence, experimentation and patience will finally break down all opposition, and win the day.

It is all very well to talk about selling sense, the right kind of approach, closing the sale, etc. All these things must the salesman—any salesman—have at his command,

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but the asbestos salesman to be successful must have complete knowledge of the many peculiar details of manufacture and use of his product.

How is the salesman to acquire this knowledge? Does he spend days in your factory watching the manufacturing operations? Does he likewise increase his knowledge by intensive study of machinery in some plant where many kinds of asbestos materials are used?

Manufacturers of materials in other lines where far less knowledge is needed to sell than in the case of the asbestos textile line, have solved the problem by having written an encyclopedia on their particular line. Others have established schools where their salesmen receive instruction —and no salesman is allowed to go on the road without such a training course. By such methods the salesman acquires in a few weeks, knowledge that would take him years to get out on the road—and he is far less likely to make costly mistakes.

The money you spend in educating your salesmen is never wasted, and by taking the stones out of his highway you make a road which will return orders in sufficient volume to soon repay the small cost of preliminary education.

There has recently been organized by the Board of Trade for German-American Commerce, Inc., with offices at 60 Broadway, Suite 507, New York City. The purpose of this Board is to re-establish and further commercial relations between the United States and Germany, and particularly to be the central body for the exchange of information in all matters pertaining to trade, industry and finance, for the widening of existing and the opening of new markets, for aid in facilitating customs and tariff matters, for arbitration of commercial disputes, for rendering assistance in all questions which tend to promote and widen friendly commercial relations between the two countries. The Board solicits applications for membership from responsible firms and individuals interested in the above objects.

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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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Imports and Exports of Asbestos

Imports Into U. S. A.

Unmanufactured Asbestos:

	April 1923		April 1924	
	Tons	Value	Tons	Value
Canada	17,359	$729,154.00	17,527	$528,205.00
Czechoslovakia	...	58.00	...	.....
England	106	46,420.00	32	3,623.00
Germany	...	4.00	...	.....
Netherlands	1	369.00	...	.....
Br. S. Africa	44	8,507.00	59	9,569.00
Port E. Africa	90	20,032.00	267	52,518.00
	17,600	$804,544.00	17,885	$593,915.00

Manufactured Asbestos Goods:

	April 1924	
Yarn	Pounds	Value
England	601	$ 645.00
Fabrics, Woven		
Netherlands	360	76.00
England	5,752	1,955.00
Packing, Fabric		
England	350	501.00
Shingles, Slate, Wood or Lumber		
Belgium	135,109	2,019.00
Netherlands	34,028	525.00
Canada	3,448	862.00
Total Shingles, etc.	172,585	3,406.00
Other Manufactures		
Belgium	3,426,142	$70,482.00
Germany	1,213	339.00
Italy	4,121	252.00
England	14,212	3,513.00
Canada	384	96.00
Total Other Manufactures	3,446,072	74,682.00
Grand Total All Mfd. Products	3,625,720	$81,265.00

During April 1923, 2,909,153 pounds were imported, valued at $61,558.00.

Exports from U. S. A.

Exports of unmanufactured asbestos for the month of April 1924 amounted to 2 tons, valued at $204.00, compared with the figures for April 1923, i.e., 18 tons, valued at $3,662.00.

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ASBESTOS PAPER AND MILLBOARD

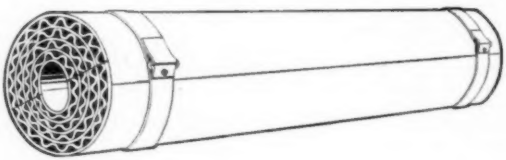
SAL MOUNTAIN COMPANY
SAL-MO PRODUCTS

The Mark to Buy Asbestos By

SAL-MO AIRCELL PIPE COVERING

Made to Fit All Standard Pipe Sizes

THE STANDARD
for
LOW PRESSURE STEAM
and HOT WATER PIPES



Light **Fireproof** **Durable**

Sall 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

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Exports of manufactured asbestos goods:

	April 1923		April 1924	
	Lbs.	Value	Lbs.	Value
Paper, Mlbd. & Rlbd.	276,679	$14,152	137,012	$ 9,899
Pipe Covg. & Cement	401,880	28,031	321,573	25,384
Textiles, Yarn & Pkg.	63,147	39,963	84,347	60,727
Magnesia & Mfrs. of	500,304	27,167	255,247	20,002
Asbestos Roofing	6,504 sqs	22,612	5,688 sqs	31,537
Other Manufactures	163,970	54,606	349,857	80,103

Exports From Canada (Raw Asbestos).

	March 1923		March 1924	
	Tons	Value	Tons	Value
To United Kingdom	580	$ 25,213.00	533	$ 33,405.00
To United States	8,919	621,956.00	10,833	614,205.00
To Australia	...	.....	80	3,900.00
To Austria	...	.....	...	.....
To Belgium	467	27,025.00	70	5,000.00
To France	326	24,200.00	225	14,425.00
To Germany	556	50,813.00	338	43,928.00
To Italy	...	.....	275	19,900.00
To Japan	1,050	59,712.00	2,997	26,040.00
To Netherlands	113	10,475.00	34	2,465.00
To Spain	...	.....	...	.....
To Switzerland	...	.....	...	.....
To Other Countries	...	.....	110	7,975.00
Total	12,011	$819,394.00	15,495	$771,243.00
Sand and Waste—				
United Kingdom	1	15.00	209	3,800.00
United States	5,790	64,666.00	7,848	101,842.00
Other Countries	180	2,865.00	...	.....
Grand Total	17,982	$886,940.00	24,552	$876,885.00

Imports By England.

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

	April 1923		April 1924	
	Tons	Value	Tons	Value
From Rhodesia	528	£19,683	568	£15,007
From Canada	649	9,608	91	947
From Other Countries	40	500	129	2,059
Total	1,217	£29,791	788	£18,013
Re-Exports	467	21,082	302	9,094

Exports By England.

To Netherlands	14	£ 2,526	34	£ 2,815
To France	15	6,311	23	8,578
To U. S. A.	13	3,604	7	1,967
To British India	138	10,132	94	8,017
To Other Countries	508	38,045	920	59,210
Total	688	£60,618	1,078	£80,587

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Keep Cool with Asbestos

One of our readers, in trying to provide for his own comfort, hit on a use for asbestos cloth which may not be generally known.

The reader in question found the front of his car rather too warm for comfort on a hot day, ventilators notwithstanding.

Being somewhat of a heavyweight he racked his brains for some way in which to reduce the heat, and as he was in the asbestos business, naturally his thoughts turned to the various forms of asbestos as a solution to his problem.

Finally he hit on the plan of lining the front footboard of his car with pure asbestos cloth, and found that it kept the temperature in the front of the car at a much more bearable degree than when such a lining was not used.

This happened some years ago and Mr. Leventritt, for he it was, has used such a lining in every car he has since owned.

Sometimes the cloth is applied on the top of the footboard, underneath the mat, but it can also be applied underneath the footboard directly over the engine.

Is there anything of interest in this for the manufacturers of asbestos cloth?

The National Research Council, thru its Division of Engineering, has been requested to undertake investigations in heat ransmission, the results of which will provide the designing, operating and research engineer with reliable information. The Division of Engineering will make a careful digest of the available information on the subject and prepare a critical summary of these data.—Engineering & Mining Journal.

In one of the Columbus, Ohio, local newspapers appears a suggestion that a thin sheet of asbestos (presumably paper or cloth) placed around a soldering iron just above the tip will prevent the burning of insulation, etc., when soldering must be done in small spaces.

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NEWS OF THE INDUSTRY

Birthdays.

It is a pleasure to extend congratulations and good wishes to the following gentlemen on the occasion of their birthdays: Wm. M. Meek, President of the Dominion Asbestos & Rubber Corporation, whose birthday comes on July 26th; S. R. Zimmerman, President of the United States Asbestos Company, August 1st; J. T. Jenkins of the General Asbestos & Rubber Company, August 4th; W. G. Ross, President of the Asbestos Corporation of Canada, August 6th.

Atlas Asbestos Co.—Pennsylvania Asbestos Corp. Early in June the offices of the Atlas Asbestos Company and the Pennsylvania Asbestos Corporation were removed to North Wales, Pa., where a consolidation of the two corporations is being effected. The new company will be operated under the name of the Atlas Asbestos Company, with J. C. Johnston, President and Treasurer; W. E. Royer, Secretary; O. J. McGrath, Superintendent.

The offices and plant at North Wales are undergoing extensive repairs and improvements in order to accommodate both corporations, and the business of the consolidated companies, after the merger, will be continued as heretofore, efforts being directed principally to automobile brake lining, Ford transmission lining, liquid asbestos roof coating, asbestos roofing cement, asbestos boiler covering cement, asbestos furnace cement, etc.

Asbestos Mines Limited. B. Marcuse has been appointed General Sales Manager of Asbestos Mines Limited, and henceforth all inquiries for that Company should be addressed to Room 620, 342 Madison Avenue, New York City.

Mr. Marcuse retains his connection with the Maple Leaf Asbestos Corporation, Limited, as in the past, and in the future will have full charge of sales of both companies.

Ferodo and Asbestos Incorporated have moved to New Brunswick, N. J. They were formerly located at Portchester, N. Y.

H. B. Potter, Inc. J. N. Morrison has accepted the position of General Sales Manager of H. B. Potter, Inc. Mr. Stewart Dickson has resigned his connection with that company.

Richard V. Mattison, M. D., President of the Keasbey and Mattison Company, left for his summer sojourn in Newport, on June 19th.

R. Rex White, who has been representing Asbestos Mines Limited in the sale of their material for the past three years, severed his connection with that company effective June 15th.

Consolidated Asbestos Limited on June 25th, closed its Thetford Mine for an indefinite period, the reason given being full

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Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

Tel. Address:
Nedam Rotterdam

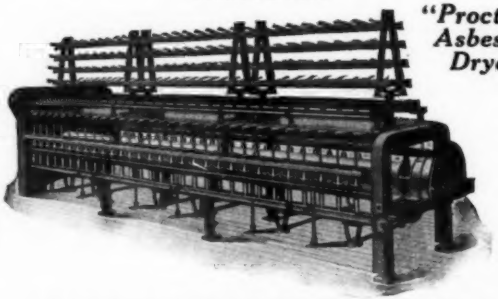
P. O. BOX 803

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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CYPRUS CHRYSOTILE ASBESTOS SHINGLE STOCK.

Two Grades Only

STANDARD
TESTING 0-0-14-2

SHORTS
TESTING 0-0-11-5

Free from talc **Even Quality**

Reliable Deliveries throughout the Year

Cyprus Fibre Produces the Highest Quality of Asbestos-Cement Goods at
LOWEST COST

CYPRUS ASBESTOS COMPANY
LIMITED

Sales Office
130 SALISBURY HOUSE, LONDON, E. C. 2.

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warehouses and very curtailed demand for most grades of Asbestos Fibre.

Asbestos Yarn. There is before the Consolidated Classification Committee a suggestion, made by the shippers of Asbestos Yarn, to change the classification to the extent to permit the shipping of Asbestos Yarn in bales, as well as in boxes, both in carload and less carload lots.

The Cape Asbestos Company, Limited, London, in its 1923 report, shows a net profit, after allowing for depreciation of fixed assets, of £15,591 (against £13,840 for 1922) with £5,504 brought forward. The addition to reserve is £2,225 (against £5,000) the total of the fund being raised thereby to £65,750—equal to 50% of the issued capital. The basic dividend on the preference shares takes £2,306, and out of the remainder of £16,564 it is proposed to pay a dividend of 10 per cent (unchanged) on the ordinary shares. This requires £5,496 11's, and a similar amount is divisible as extra dividend on the preference shares. The amount left to go forward is £5,571.—India Rubber Journal.

The Asbestos Corporation of Canada has declared dividend of 1½% on the preferred stock for quarter ending June 30, payable July 15 to holders on record July 1st.

Belgian Patent Situation. Further information has reached us concerning the Belgian Patent Situation, to the effect that final decision of the Supreme Court of Appeal, dated May 7th, maintains the Belgian Eternit Hatschek patent in favor of Societe Anonyme "Eternit", Haren, Bruxelles. The defendant Company (Asbestile of Schoonarde) has been ordered forthwith to dismantle their works, cancel all contracts, discontinue advertisements in all parts of the world to which their manufacture has in the past time been sold, and has been fined to pay damages to be assessed by the Eternit Company on the basis of the number of square meters sold since manufacture was first started by Asbestile. All other works manufacturing in Belgium under Hatschek's patent (there are six such works) have been forced to close down, Hatschek's patents owned by the Eternit Company having been declared valid until the end of 1926.

The Eternit Company is building new works, the capacity of which will be triple that of their present plant at Haren. The new plant will be ready for manufacture in September or October.

PATENTS

Molded Fabric Gasket and method of making same. No. 1,488,321. Granted on March 25th, to Walter M. DeWitt, Somerville, N. J., assignor to Johns-Manville, Inc. Filed November 16, 1922, Serial No. 601, 255. Described as a process for making gaskets of substantially circular cross-section which comprises the following steps: Winding a strip of fabric on a mandrel with cementitious material between the adjacent coils and thereby forming a ring of substantially quadrangular cross-section; distorting the ring so formed by a twist of 45 degrees thruout

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so that one diagonal of the cross-section will be arranged perpendicular to the plane of the ring and finally molding such distorted ring to substantially circular cross-section by pressure along the line of said diagonal in a two part mold, the area of cross-section of which is approximately equal to the area of cross-section of the original ring, said mold being parted along the plane of the other diagonal of the distorted ring.

Gasket and method of making the same. No. 1,489,184. Granted on April 1st, to Lawrence B. Welch, Reynoldsville, Pa., assignor by mesne assignments to Alvin Lewis, New York City, filed November 25, 1919, Serial No. 340,507. Described as that method of constructing a gasket which consists in spirally winding a length of gasket material of uniform width from end to end into a plurality of overlapping annular convolutions, so that the side marginal edges of said convolutions are flush with each other and doubling the annular convolutions upon a central circumferential line to provide a gasket in which the marginal edges of the convolutions are flush and form the outer circumference thereof.

Heat Insulation and process of making same. No. 1,489,340. Granted on April 8th to Robert S. Blair, Sound Beach, Conn. Filed August 9, 1921, Serial No. 491,057. Described as a body of balsa wood having the air exhausted from its pores and a non-metallic coating about the outer surface of said wood, preventing the re-entry of air.

Device for Fastening Corrugated Roofing and the like. No. 1,489,474. Granted on April 8th, to Charles J. Beckwith, Brooklyn, N. Y., assignor to Johns-Manville, Inc. Filed November 14, 1923. Serial No. 674,609. Described as a device for fastening bodies to a plate-shaped support by means of a bolt lying across the face of said plate-shaped support, a clip formed of a section of metal strap perforated at a point approximately midway of its length, to permit the bolt to pass thru it, and having one end bent at right angles to said perforated portion and extending along one surface of the plate-shape support, while its other end is bent inward at an acute angle to said perforated portion, whereby said last mentioned end may bear on the side of the bolt when the parts are in operative position and serve as a stop to preserve said perforated portion in a position at right angles to the bolt.

Heat Insulating Material and process of producing same. No. 1,491,725. Granted on April 22nd, to James G. Needham and Peter W. Claassen, Ithaca, N. Y. Filed May 31, 1921. Serial No. 473,953. Described as a heat insulating and buoyant medium which comprises a body portion formed of a plurality of lightly packed leaves and stems of an aquatic plant of the genus Typha, a binder or adhesive agent applied to said leaves and stems and a water and airproof covering for said portion.

Detachable Brake Lining. No. 1,490,926. Granted on April 22nd, to Harry W. Jockers, Jenkintown, Pa., and Harry Jefferson, Philadelphia, Pa. Filed March 29, 1922. Serial No. 547,891. Described as comprising a flexible lining for brake

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bands provided with lugs which incorporated with a rock shaft, said lining having its free ends provided with U-shaped metal reinforcements and movable means on said reinforcements to permit assembling said free ends in locked condition on said rock shaft.

Process for Production of Insulations against Loss of Heat. No. 1,491,474. Granted on April 22nd, to Philipp Gelius, Munich, Germany. Filed September 17, 1921. Serial No. 501,448. Described as an improved process for the production of insulations against loss of heat, consisting in covering the insulating mantle made from ropes of wood shavings with an envelope of mortar, the insulating capability of said wood shavings being increased by dry distillation.

Brake or Clutch Band Lining. No. 1,492,028. Granted on April 29th, to George K. Gillette, Pembroke, Mass. Filed July 5, 1922. Serial No. 573,021. Described as a compressible lining for a brake or clutch drum band, said lining including outer and inner layers of textile fabric and having a homogeneous inner surface and a central longitudinal channel in said inner surface in which the oil accumulates when the lining is brought from the drum, and from which the accumulated oil is pressed toward the edges of the lining when the lining is closed on the drum.

Process of Making Friction Facings. No. 1,493,290. Granted on May 6th, to Frederick C. Stanley, Bridgeport, Conn., assignor to Raybestos Company. Filed September 24, 1919. Serial No. 325,914. Renewed October 28, 1921, Serial No. 511,104. Described as a process of making a friction facing comprising subjecting the facing having a substantially incombustible wearing surface and containing borate of manganese, to saturation in an oxidizable binder and in then heating the facing.

Asbestos Paper. No. 1,493,371. Granted on May 6th, to William J. Moeller, Cincinnati, O. Filed March 3, 1922. Serial No. 540,891. Renewed October 6, 1923. Described as a paper composed of Asbestos Fibre with suitable binder, and having a surface thereof composed of irregularly arranged elevations and depressions, the opposite surface having innumerable numbers of small indentations.

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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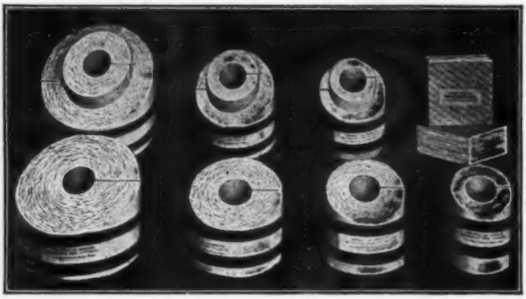
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