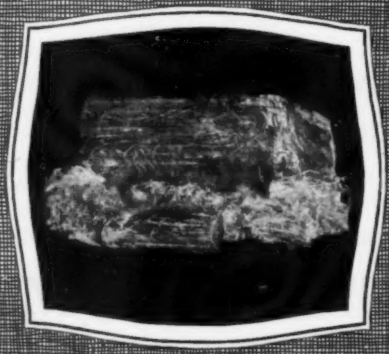
ASBESTOS

The Most Important Mineral in the World

Vol. 7 **SEPTEMBER 1925** **No. 3**



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A Bit of Local Color in the South African Asbestos Fields

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The Mining of Blue Asbestos

By E. G. Bryant, B. Sc., F. C. S., Prieska, South Africa

Judging from the inquiries which reach those concerned in blue asbestos mining, very little is known about the occurrence of this mineral outside the circle of those actively engaged in "getting" it. A few short notes may therefore not be out of place.

Blue Asbestos, or to give it its correct name, Crocidolite, is only found in quantity in a narrow belt of hilly country extending from fifty miles south of the Orange River in Cape Colony and running for some 400 or 500 miles north northeast into the Northern Transvaal. Of course there are void places in this long stretch, and the mines are concentrated mainly around three points,—Prieska in the south, generally considered to produce the best fibre, Kuruman in the center, and the Malips River District in the Transvaal, whose product is regarded as inferior to the other two. Apparently South Africa has a monopoly of this mineral as while occurrences of Crocidolite have been reported from time to time from Australia and elsewhere, nothing of economic importance has so far been discovered.

Crocidolite occurs in the above regions in a totally different manner from what is usual in the white asbestos districts. The matrix, the so-called jasper shales of red, yellow and brown color, are among the hardest rocks known, and the amount of iron present in them is often so great that a compass is entirely useless.

The asbestos occurs in regular reefs or bands, interbedded in these shales, and individual reefs can often be traced for hundreds of yards without a serious break. Usually, three, four or more of these reefs occur within an extent of a foot or so, and at perhaps twenty, perhaps fifty, feet above or below these will be another series. Usually there are three series, sometimes four, and occasionally payable work can be done on all of them, but more commonly only one of the series is payable. The individual reefs may be from 1/8th inch in thickness up to two inches

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or more, and very commonly they preserve their character very consistently.

To have a payable deposit there must either be several short fibre reefs close together, or one reef of long fibre, ¾ inch and upwards, usually accompanied by one or more short fibre reefs. Blue asbestos mining has two advantages over white asbestos—the workings and the fibre are quite free from water, and the shales in which the work is carried on are so strong and well bedded that timbering is hardly ever necessary. Also, as the reefs are so well defined, a large part of the rock can be left in the mine to fill up the old workings.

On the other hand the amount of fibre to be obtained per square foot of mine area is small, and extensive workings are required to produce even a small output. The largest shingle "mine" in the Cape does not produce much over 500 tons per annum. With such small output the mining is of the simplest character, and up to the present, mechanical aids are totally unknown. Pick and shovel, hand-drill and windlass are the universal equipment. An ambitious attempt to install machinery in the Transvaal section led to dire disaster to the company concerned. Still it seems quite possible to find one or two favored spots where the deposits are so extensive and consistent, that up-to-date mining methods might be inaugurated with some hope of success.

To avoid heavy charges for supervision of extensive areas, each worker (practically all natives) is put on "contract." He is supplied with tools, explosives, a certain amount of food, and every month he brings in so many bags of asbestos of various grades which are bought from him at fixed prices. After liquidating his debts, any balance over is paid out to him in cash. This is far from a perfect system, yet it does not work out so badly in practice—needless to say, bad debts are unavoidable. It is somewhat reminiscent of the method adopted by the Hudson Bay Company in connection with the Indian and half-breed fur trappers. Every blue asbestos "mine" has its trading store, the profits on the store being very moderate as they must needs be when the customers are worth nothing more than the monthly return of asbestos. A good "boy"

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Carey

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THE PHILIP CAREY COMPANY
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in a good place can get possibly a ton of asbestos in a month, for which he will receive £10 to £15; a bad or unfortunate worker may weigh in a hundredweight or so.

It is posssible then, to start mining crocidolite with a minimum of capital, and indeed many farmers and others have done so, their "mines" resembling a collection of large but very untidy rabbit burrows. In a few cases, notably in one or two of the mines of the Cape Asbestos Company, where good consistent reefs have been found, regular mining is carried on in two or three levels, the "boys" working according to plan. Even here, however, each worker works his own windlass, pushes his own trolley of asbestos rock or waste, while his family stamp or "cob" the fibre. It is curious to note that while in many places the asbestos reefs are horizontal or nearly so, in the few places where fibre up to two inches or more is found consistently, the reefs are nearly or quite vertical.

The Fall and Winter issues of "ASBESTOS" promise to contain some very interesting stories of asbestos materials and experiences. For instance. "Early Insulation Days" by Robert A. Keasbey; "The Development of an Asbestos Roofing" which describes the problems encountered by manufacturers of Robertson Process Metal before it satisfied its producers; two or possibly three articles on the manufacture of Asbestos Paper; "Composition Insulators", which is the digest of a paper read at the Rotary Club luncheon in London by B. Weaver of Ebonestos Insulators, Limited; the histories of at least two prominent manufacturers of Asbestos material. These are just a few of the good things which "ASBESTOS" has in store for you. Don't miss them.

It is said that there is a village in Connecticut, which boasts the name "Satan's Kingdom," and, curiously enough rumor has it that asbestos mining was at one time attempted on the hillside adjoining the village but the mineral was not found in paying quantities.

Whether the inhabitants of Satan's Kingdom, or the casual visitor thereto require the mineral, or are likely to need it at some distant time, is not stated.

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Johns-Manville

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Will the Sesqui Centennial Exhibit Asbestos?

Philadelphia is making great preparation for its Sesqui-Centennial, to be held from June to December 1st, 1926, and next year will see the city flooded with visitors from all parts of the world.

Will Asbestos be represented among the many wonderful exhibits at this Exposition?

The question is being asked by various groups in the Asbestos Industry, and at least one group of manufacturers is giving serious thought to the matter, but of course in an exposition of world-wide interest, the whole asbestos industry should join in an exhibit which will show the various processes of mining and manufacturing, exhibit Asbestos Crudes from the various countries in which it is found, and include the hundreds of finished products, at the same time illustrating the saving of life or property by the use of Asbestos Products.

Time is growing short—less than a year before the Exposition opens and if action is taken it should be taken quickly. "ASBESTOS" stands ready to help, and as a first step we will be glad to publish comments on the idea, suggestions, etc.

If the Industry should decide to have such an exhibit it is at liberty to use this office as headquarters for the Committe in charge, where the necessary correspondence and other details can be handled.

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Little Stories of Success

THE RATHBUN COMPANY

A business which owes probably the majority of its success to the asbestos gasket, is that of Rathbun Company of Houston, Texas.

The Rathbun Company was organized by Don Rathbun several years ago for the purpose of manufacturing and distributing boiler room supplies. It handles such products as industrial paints and roof coatings, furnace refractories and cements, in fact practically everything used in a boiler room. At first not much attention was paid to the gasket line, but it soon became evident that engineers were demanding gaskets, and particularly asbestos gaskets, to an extent that would pay the Rathbun Company to lay special emphasis on this line, and handle a dependable product.

The old Miles Standish motto—"That you would have done well, do yourself"—seemed to apply in this case, and so they started the manufacture of asbestos gaskets. All asbestos gaskets made by the Rathbun Company are hand made and very carefully made at that. In fact nothing but the very best asbestos gasket is produced and it is guaranteed 100%. The result is a good price and steady demand from engineers who require a quality gasket.

The business of the Rathbun Company is steadily growing, and besides the Houston Office they maintain an office in El Paso and have distributors in the leading centers of the Southwest and Mexico. Just at present they are going after business in South America and the Indies, both of which territories look sufficiently interesting to promise a good volume of trade.

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Norristown, Pa.

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Asbestos Deposits in the Altai Highlands---Russia

Abstracted from article appearing in the Gorny Journal, published at Moscow

The Altai Highlands are a part of the territorial sections within the range of the U. S. S. R. (Union of Socialist Soviet Republics) where asbestos occurs. The available information concerning the deposits in this section is so scanty, however, that no clear idea can be obtained of their future importance. The principal sources of information are prospectuses published by the South Altai Asbestos Company and Records of the Altai Mining District made by I. F. Grigoryev, Mining Engineer, in 1918, together with other scattered references.

History

The first information obtainable concerning these deposits dates from 1856 when Lieutenant Kovrigin's prospecting party found asbestos along both banks of Chuya River near the mouth of the Chagan-Usan Stream. In 1885 asbestos was found at the head-waters of Kaznachta stream by a certain F. Ya Astofyev, who was prospecting for gold. The asbestos deposits at that point attracted the attention of the Uralite Company organized in St. Petersburg 1899, which manufactured "Uralite" a fireproof building material. The Uralite Company in 1899 sent the first expedition for surveying the deposits but these surveying operations were short-lived and because of unfavorable developments (the political shake-ups in the Far East, etc.) the Uralite Company waived in 1905 its concessionary rights in favor of a certain M. M. Imshenetzky. In 1907 the latter organized the "Yuzhno-Altaiskoye Asbestovoye T-vo" (South Altai Asbestos Company) which went into asbestos mining on an organized basis at the Batun Fields at about 13 kilometers to the south of the village Verchniy Uimon, and in 1909 even built an asbestos treating plant on a small scale. At the outset of the imperialistic war this plant was burned down, presumably by fanatical "Old-Faith" Dissenters, and the further development of

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the mining scheme was thus brought to a halt. In 1917 the asbestos deposits at the head of the Katun River were surveyed and assayed by O. M. Ansheles at the initiative of the "Treugolnik" Company.

In June 1921, a new expeditionary party headed by Mining Engineer Filippov was sent to the Altai for exploring, prospecting and surveying the asbestos deposits located farther north, along the Karakol Creek, drained by the tributaries of the Peschanaya River, but in a few months this exploring party cut short its operations owing to the exceptional local conditions in connection with the Civil War. This is, in brief, the story of the prospecting exploration and operation of the Altai asbestos deposits.

Description of the Deposits

Descriptions of these deposits, particularly those at the headwaters of the Katun River are given by O. M. Ansheles, mentioned above and may prove of interest. There appear to be thirteen deposits in all, of which Ansheles describes two in detail.

For instance, the Batun Deposit of asbestos is located about 12 kilometers south of the village Verchniy Uimon and at a distance of one to two kilometers from Batun Spring, emptying into Okol River, a tributary of the Katun. This deposit is about 1½ kilometers above sea level and about 0.5 kilometers above V. Uimon village. The road to Batun from the village V. Uimon runs for 4 kilometers along the smooth Uimon Gorge and then rises at a steep grade that can hardly serve even as bridle path. The serpentine rock containing the asbestos, hills up into one of the summits of the watershed crest between the tributaries of the Katun. (At the base of the hill at its two opposite flanks there are outcrops of a vein of eruptive rock, efflorescent and very much weathered and this weathering effect greatly interfered with any attempt to subject the rock to a detailed analysis.)

In surveying this deposit it was found that in some of the cuts the serpentine contained slight traces of asbestos and in others no traces of the mineral were found at all. When assayed the Batun asbestos was found to pierce the serpentine rock areas either in separate fibres or in thin filmy collections of fibres or in the form of more or less

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dense inter-layers, which rapidly "flock"—taper off to a wedge-like tip and disappear, reaching at times a thickness of 1 cm. and a width of two or three cm. The asbestos fibres are disposed lengthwise over the interlayers and sometimes attain a height of 5 cm.

Near the surface the asbestos is mostly of a dirty-gray hue, very brittle and insufficiently downy, but deeper on the non-brittle and woolier variety of asbestos grows in bulk.

The survey showed that the percentage of the asbestos content varies with each section or area of the asbestos-bearing serpentine rock mass; this percentage varies rapidly from area to area of the rock and the asbestos-bearing serpentine frequently alternates with waste or non-mineralized rock.

Along the hillslopes asbestos is not found below 16 to 18 cm. from the summit. Hence there is no ground for assuming that asbestos could be found below 18 feet from the surface. On the contrary when the prospect shafts or borings are deepened, the impression is gained then and there that the percentage of asbestos in the serpentine rapidly diminishes.

The average yield from the twelve samples taken gave altogether about .33 kgs. of asbestos per 1 cub. m. of rock, which means that the maximum supply of this deposit is about 1600 tons.

The small percentage of its asbestos content, its poor quality, the insignificant aggregate amount, its remote location at a territorial point not easily accessible—all these drawbacks militate against its commercial possibilities on a large scale.

The Kaznachtinsk Asbestos Deposit is located at the headwaters of Kaznachta River, a tributary of the Katun, or to be more precise, at the source of the tributaries of the Kaznachta—the Kara-Ech and the Kyzyl-Ech. This deposit is situated about 3 klm. above sea level. It is above the snow line and the forest line. A narrow trail runs from the mouth of the Kaznachta to the deposit for a stretch of 20-25 kilometers, mostly thru an overgrowth of weeds, so difficult for traffic that pack-horses, sometimes with their riders on top, now and then fell and rolled down the steep embankment.

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The many prospect borings available from before were cleared and deepened. On the hilly divide between Kara-Ech and Kyzyl-Ech, in one of the prospect borings a thin asbestos load was detected. Another thin vein of asbestos was also struck on the serpentine bluff rising in the vicinity, which "flocks" away rapidly—tapers off and disappears or "changes."

Two asbestos veins were struck in the serpentine rock at the headwaters of Kyzul-Ech. These veins formed a thick network of inter-connected parallel interveins running parallel with and close to the sharply drawn contact line between the serpentine and pyroxenite. The asbestos fibres, splendid in their qualitative grade, run perpendicular to the lode-walls and sometimes attain 5 cm. in length. The thickness of the veins is 0.16 to 1 m. They stretch only for several meters, then disappear, and do not crop up again anywhere in the vicinity.

Owing to the slight aggregate amount of asbestos in its outcrops so far detected, the Kaznachta deposit is hardly important from an industrial point of view, in spite of the excellence of the asbestos and the high percentage yield of the rock—as high as 40%.

In addition asbestos deposits were inspected along the Malyi Sugush and Ak-Keme rivers and Araktoi, the tributary of the latter. At these points, too, small areas of serpentine rock are to be found from time to time, which contain trifling traces of asbestos of the Batun type.

At all the points inspected there were perceptible traces of prospecting and surveying operations organized and carried out on a large scale by the South-Altai Asbestos Company. This fact, apart from personal observations of the surveyors, affords sufficient grounds for taking into account the findings of the above Company to the effect that among all the asbestos deposits at the head-waters of the Katun River, primary importance is to be attached to the Batun Deposit which was described above.

Teacher—Children can any of you tell me what is the most dangerous part of an automobile?

Tommy—Yes, ma'am. It's the driver.

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C. M. Stokes, Now General Sales Manager of the American Covering Manufacturing Company

The announcement that C. M. Stokes, formerly Sales Manager of the Norristown Magnesia & Asbestos Company, has accepted the position of General Sales Manager for the American Covering Manufacturing Company of Jersey City, surely appears to be an occasion for congratulation, not only of Mr. Stokes himself, but of the Company which is enlisting his services.

Those who have met Mr. Stokes will remember, chiefly, we imagine, his jolly personality, a sure fire hit with everybody.

Mr. Stokes began his business career about thirty-five years ago. In 1902 he joined the Norristown Magnesia and Asbestos Company at Norristown, Pa., as salesman, and for the past eighteen years has been Sales Manager of the Company. He is universally liked (who could help it?) and respected by the whole Asbestos Industry.

The American Covering Manufacturing Company is a comparatively new entrant in the Asbestos Industry, but its president, C. R. Burkhardt, has been active in the industry for many years. The company which was organized in 1922, at first confined its activities to the manufacturing of Air Cell Covering, but in January 1923 purchased the plant of the Niagara Felt and Paper Company at Niagara Falls, which it converted into a plant for the manufacturing of Asbestos Paper as well as other papers used in the Industry.

It will be seen, therefore, that Mr. Stokes' new work is along familiar lines, the same, in fact, as those to which his efforts have been devoted for the past twenty-three years, and we feel sure all in the Asbestos Industry, who are acquainted with Mr. Stokes, either socially or in a purely business way, will predict his unbounded success with his new connection.

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Asbestos Fibre Spinning Company

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ASBESTOS
MARKET CONDITIONS

General Business.

A survey of the general business situation by those who study market indications, results in the opinion that conditions are very favorable,—actual consumption of goods is very heavy, the price level firm, labor enjoying high wages, crop conditions good, the political outlook nothing to worry about, railroad earnings encouraging, inventories light, building operations active, steel companies busy, as are the automotive, oil and copper industries; taxes in a fair way to be lowered. These are just a few of the encouraging factors. Will these conditions continue and develop into better business all along the line?

As to the Asbestos situation:

The Canadian Mining Companies are still talking merger, and again it looks as tho the conclusion of the merger were imminent. The Asbestos Corporation and the bankers have practically come together on the most important details.

In commenting on the probable effect of the merger on his business, a European shingle manufacturer offers it as his opinion that any decided advance in prices of the lower grades of Asbestos Fibres will affect unfavorably sales of asbestos shingles. At the present time, due to the low prices of Asbestos fibres, Asbestos Shingles can successfully compete with terra cotta tiles.

Mr. E. J. Wilson, in commenting on the market situation, says:

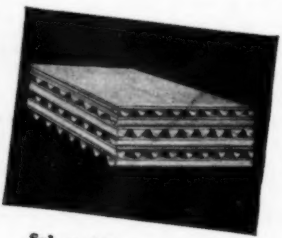
"The total amount of asbestos shipped from Thetford Mines during the month of August was greater than in any previous month of the year except June. Increased production is not likely for some time to come and unless present circumstances change. Prices are firm and in some grades have been marked up. Shipments of shorts and low grade material from the East Broughton district have increased, but this is probably only a seasonal change. Not much interest is taken in the merger negotiations as the conflicting statements given out from time to time have made people rather skeptical."

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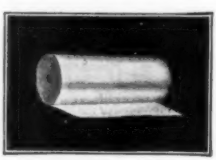


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So far as manufactured products are concerned, the present condition and prospective outlook appear more favorable than for some time. While the insulation market at the present time is "bunchy," to quote one correspondent, it is very probable that by the end of this month or the middle of next, the season will be in full swing and insulation contractors generally believe the season will be a good one—better than last year. The coal strike will no doubt have a favorable effect on the insulation line; at least it will cause everyone to think of fuel conservation, and the insulation of their pipes will logically follow.

In the textile market demand is reported to be better, packings showing some advance in price and somewhat increased demand. The automotive line is reported as normal (whatever that may mean). The shingle market is very active, everyone presumably desiring to get under a good tight asbestos roof before the coming of winter.

How to Kill A Wounded Customer

When a customer comes into a shop with a complaint, he is wounded. If you treat him rudely, or suspiciously he is killed.

Every retailer should know this fact and teach it to all his sales people—that a customer with a complaint must be treated with extra courtesy and friendliness.

A complaint-bringing customer is hurt. He needs "First Aid to the Injured."

He has already had one crack from your shop, or thinks he has. If you give him another crack, he is lost to you forever.

A complaining customer is at the crossroads. Where he goes depends on how you treat him. He will become either a dead customer or a live and loyal one.

So, make sure that you have a Red Cross system in your firm, for the special treatment of wounded customers. Don't knock them on the head, as most shops do, when they come in wounded.—The Efficiency Magazine.

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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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Something New in the Asbestos-Cement Shingle Line

Perhaps there will come a day when we will recognize a difference between a cement asbestos shingle, and an asbestos cement shingle.

Asbestos Cement Shingles as known today are, properly speaking "Cement-Asbestos Shingles," since the Cement, at least so far as quantity goes is the more prominent and important ingredient.

Recent reports from Africa tell of a new Asbestos Cement Shingle, in which cement is user as a binder for the asbestos fibres instead of the reverse.

This new shingle is said to be made from Amosite Asbestos fibres, which, while harsh, are extremely long, 6 inches and upwards. In this new material asbestos fibre forms the basis of the product, the cement being simply the binding factor. The plastic mass is dried by means of a special patent process, and the new material , as can be imagined, is said to be as different from the ordinary asbestos cement products as chalk from cheese. The cost of production is said to be extremely low and the material excellent.

A factory has been built at Vereeniging in the Transvaal for the making of this new roofing (it is also to be used for ceilings, tiles, floors, etc.,) and the patentee has sold his rights in the patent to large producers in the United States, Belgium, France and Canada.

Col. Sir Llewellyn Andersson, O. B. E., T. C. Sturrock, Esq., President of the Associated Chambers of Commerce of South Africa, A. B. Sumner, Esq., and Raymond des Clayes, Esq., of the South Africa and General Investment and Trust Co., Ltd., will, it is understood, join the Board of Registration of the company for the manufacture of this product. The offices of the company and the secretaries, Whitely Brothers, Inc., Accountants, are situated at 11-20 Anmercosa House, Johannesburg.

If the claims for this new material are justified and proven, it will prove a valuable addition to the list of asbestos building materials.

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ASBESTOS



This page devoted each month to discussion of brake lining activities by O. B. Towne, Commissioner of the Asbestos Brake Lining Association

There is considerable discussion in the Asbestos Brake Lining Association about the Sesqui Centennial Exposition in Philadelphia. Several of the members are in favor of an exhibit of the industry. Nothing has been determined, definitely, altho the question will come up for action at the September meeting.

The Association will hold its first meeting after the summer holiday of two months, on September 16th, at the Old Colony Club, Waldorf-Astoria.

Brake testing campaigns have been held in a large number of cities this summer, the most recent ones being Syracuse, N. Y., Burlington Ia., Nashville, Tenn., Denver, Colo., and Dayton, O. There is considerable agitation in Greater New York for a brake testing campaign here to include the whole city and to occupy a whole month. Much interest is being taken in this project, altho it is overshadowed at the present time by politics.

Judging by the speed at which politics is developing here in New York, a number of candidates not only need new brake lining, but asbestos suits thruout.

Considerable interest is being aroused in the movement to have the Federal Wartime Excise Tax on motor vehicles and accessories repealed, or at least amended. During the past eight years motorists have paid over $800,000,000 in this kind of taxes.

Recent reports on brake testing campaigns indicate between forty and fifty percent of the brakes tested, to be bad. Some of them are reported as considerably higher than that, but that included slight adjustments as well as brakes really in need of repair. Twenty-five to thirty per cent were considered an actual menace. The police officials are handling this situation in a serious mood and many of those who have allowed their brakes to get into this last mentioned group have been fined.

After the brake testing campaigns, to test out the real condition of the equipment, the anti-brake squealing campaign will start. Of course it is not possible to suppress all the squealers, or stop all the squealing, but that is another question. To squeal is human,—but why pursue the paraphrase further. It is only the squealing brakes we are after.

There is this difference between the screaming of motor brakes and the yell of the—condemned (so to speak). The former

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yells when it is trying to stop and the latter because he had to stop.

H. Clifford Brokaw of the West Side Y. M. C. A. Automobile School of New York City, has just put out an excellent article on automobile brakes, braking and brakemen. This is complete in detail and is attracting a good deal of attention among the manufacturers of brake lining. The subject is taken up from an engineering standpoint.

Automobile Production

Automobile production in the United States and Canada for the month of July, was 397,094 (cars and trucks) which was somewhat lower than the June figure 402,848 (revised).

The United States figure for July was 384,159, against 386,805 for June; Canada's production in July was 48,586 against 50,497 in June.

Of the total production in both countries for July 346,728 were passenger cars, and 39,211 trucks.

F. C. Houghten, has been appointed the new Director of the Research Laboratory of the American Society of Heating and Ventilating Engineers.

Mr. Houghten has been doing research work for many years, being connected with the U. S. Bureau of Mines in its research program pertaining to the propagation of the war, later having charge of investigations of transmission of heat thru boiler tubes and of combustion and heat transmission in large, low pressure heating boilers. In 1920 he was employed by Dean Allen, then Director of the A. S. H. V. E. Laboratory and at that time worked on heat transmission thru building materials, co-operating in this work with Pennsylvania State College.

POSITION WANTED

Salesman, six years experience asbestos roofings and insulations, age 29, married. Technical graduate, desires connection with manufacturer or jobber, where remuneration will be based on ability and results produced. Will consider any location. Present income $4000. Address 9N-1, "ASBESTOS".

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The Value of Trade Associations

In commenting on trade association work, E. W. McCullough, of the Chamber of Commerce of the United States, says:

"After a trial of more than a half century, the trade association has proven its worth as a medium for service to the members of an industry who, altho they continue their relations as competitors, yet work together co-operatively in dealing with non-competitive problems which come before them from time to time."

"Among the studies which have profited such associations most, are those relating to research, scientific and general, simplification and standardization, cost accounting, setting up qualified standards, arbitrating differences, setting up of codes of recognized trade practices, the establishment of technical schools, etc. In other words, those problems *the study of which is valuable as information to the industry and the solution of trade questions,* mark advancement."

Trade associations in their early beginnings were largely organized for defensive or offensive purposes—a sort of protective agency—while today the objectives of the modern trade association are largely, if not altogether, for the enlightenment and progress of the industry rather than for direct personal benefit of its members.

During 1926 the Bureau of Census will take a "census of manufactures" covering the year 1925. Such a census will prove of great value to all manufacturing establishments and all manufacturers are requested to co-operate to the fullest extent with the Bureau of Census in this work, particularly by filling out promptly and completely, the schedules which will be mailed to manufacturing plants early in 1926.

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CONTRACTORS AND DISTRIBUTORS PAGE

MANUFACTURERS VS. DISTRIBUTORS BRANDS[1]

1. Distribution and Reputation

Is it an advantage to the large distributor to sell under his own indivdual brand?

The large distributor, whose operations are national in scope, and not limited to a restricted territory, finds it more advantageous to both the manufacturer and himself to sell under his own individual brand name.

It can readily be seen that if the distributor sets out with the idea of covering the entire country, or a goodly part of it—or, if he is already established thruout the country and adds an asbestos line to his already established ones—it would be next to impossible for him to sell the goods under the manufacturer's brand because the manufacturer would have his own branch offices or agents in various sections of the country, and would be unable, even if willing, to upset these previously made sales arrangements and grant an exclusive agency for the whole country to any one distributor.

The large distributor, therefore generally builds up a reputation for his own brand, and while this process may be expensive, both as to time and money, he finds it pays because he can then extend his trade to any city or section desired, and his reputation is all his own, bought with his own money and effort and not subject to the whims or caprices of any one manufacturer. The distributor can establish his trademark as a mark of quality, with the assurance that its value cannot be destroyed in a moment by some arbitrary action on the part of the manufacturer.

Likewise, he is more free from restraint. When selling under his own individual brand the distributor is independent. He can name his own selling price; he can take a job at a very low price if he sees fit to do so, he can conduct his business along such lines as he pleases without any interferance from the manufacturer.

The small distributor, or contractor, however, often finds it to his advantage to sell under manufacturer's brand. Generally the manufacturer's brand is known; it is of little trouble to introduce, and the small distributor does not have to stand the expense of advertising the material.

Other phases of this question will be discussed in future issues.

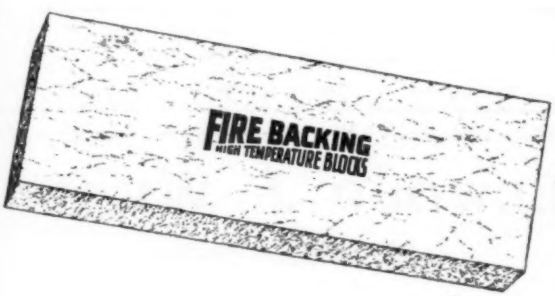
1. The first of a series of articles discussing the pros and cons of this question. Comments, arguments and counter arguments from distributors and from manufacturers will be appreciated.

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"FIRE BACKING"

A Combination of the Best Insulating Value, High Temperature Resistance, Mechanical Strength and Moderate Cost

FURNISHED IN BLOCKS AND SECTIONAL PIPE COVERING



Patented and Made Exclusively by

NATIONAL MAGNESIA MFG. CO.

544 Market St. **San Francisco, Cal.**

FACTORY—REDWOOD CITY, CAL.

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Wage Notes

In St. Paul and Minneapolis, Minn., the rate for asbestos workers was 95c per hour until September 1st; the rate increased on that date to $1.00 per hour which will apply until December 31st, 1925.

In Omaha, Nebr., the previous rate (from April 1st was $1.00, the rate of $1.12½ per hour to go into effect during August or September 1925, the agreement expiring April 1st, 1928.

Just Another Instance

During a recent heavy electrical storm in Cincinnati, Ohio, lightning struck three of the gasoline and oil tanks at the plant of the Pure Oil Refining Company. The asbestos tops on these tanks prevented a dangerous fire.

ASBESTOS IMPORTERS
Establishments V. ve A. Van Haelst
306-308 Rue Dambrugge,
Antwerp, Belgium

ELWOOD J. WILSON
350 Madison Avenue
AT 45TH STREET
New York : : N. Y.

ALL GRADES OF ASBESTOS FOR SALE

The Expert Examination of Asbestos Properties

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RHODESIAN WHITE ASBESTOS

THE PRODUCT OF THE

NIL DESPERANDUM MINE
Shabani

TRANSVAAL WHITE ASBESTOS

SUPERFINE QUALITY
THE PRODUCT OF

THE AMIANTHUS MINE
Kaapsche Hoop

All grades of Asbestos Fibre, carefully prepared and free from grit, now produced at the above named properties, are offered for sale by

THE ASBESTOS & ELECTRICAL FITTINGS CO. LTD.

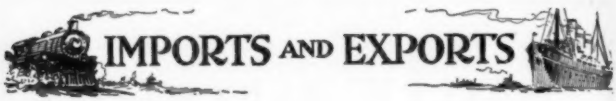
5 LLOYDS AVENUE

LONDON E. C. 3. ENGLAND

TELEGRAPHIC ADDRESS: "VULBESTON"

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WESTERN UNION
UNIVERSAL EDITION

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Imports into U. S. A.

Unmanufactured Asbestos:

	June 1924		June 1925	
	Tons	Value	Tons	Value
Canada	9,694	$315,898	18,142	$599,800
United Kingdom	26	2,451	90	17,770
Br. S. Africa	262	22,703	56	4,994
Port. E. Africa	89	14,000	232	43,499
Germany	..	..	25	5,511
Greece	80	8,720	..	..
	10,151	$363,772	18,545	$671,574

Of the Asbestos imported during June 1925, 2,261 tons were Crudes, 7,211 tons Mill Fibre, and 9,073 tons lower grades, the Mill Fibre and lower grades coming entirely from Canada.

Manufactured Asbestos:

	June 1924		June 1925	
Yarn—	Pounds	Value	Pounds	Value
Germany	112	$ 109	..	..
United Kingdom	424	139	..	..
Fabrics, Woven—				
United Kingdom	12,981	4,507	6,346	3,568
Czechoslovakia	..	..	501	857
France	..	..	220	79
Scotland	1,013	259	..	..
	13,994	$ 4,766	7,067	$ 4,504
Packing, Fabric				
Belgium	..	..	2,571	422
France	..	..	660	75
United Kingdom	..	..	7,325	4,675
			10,556	5,172
Packing, not Fabric				
England	987	220	..	..
Canada	4	2	..	..
Shingles, Slate, Wood and Lumber—				
Canada	..	..	125,910	4,191
Belgium	128,000	2,062	1,843,707	28,716
Netherlands	..	..	490,558	9,597

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United Kingdom	..	..	3,343	80
			2,463,518,	42,584
Asbestos Cement				
Italy	..	..	10,648	1,758
Other Manufacturers				
Belgium	426,515	6,240	..	..
United Kingdom	7,221	2,025	2,836	989
Canada	10	2	..	..
Cuba	..	..	506	58
Germany	..	..	334	232
Italy	..	..	423	38
	433,746	$ 8,267	4,099	$ 1,317
	577,267	$ 15,565	2,495,888	$55,335

Exports from U. S. A.

Exports of unmanufactured asbestos for the month of June 1925 consisted of 40 tons, valued at $5,973. The figures for June 1924 were 151 tons, valued at $8,879.

Exports of Manufactured Goods.

	June 1924		June 1925	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	144,110	$ 6,709	224,133	$ 9,901
Pipe Covg. & Cement..	255,426	19,542	229,586	12,079
Textiles, Yarn & Pkg...	121,954	78,171	146,003	86,698
Brake & Clutch Lining ...			101,268	74,152
Magnesia & Mfrs. of ..	231,793	17,032	491,315	24,803
Roofing (Asbestos) ...	828 sqs.	6,638	5,824 sqs.	50,223
Other Manufactures ...	155,630	72,952	143,125	24,542

Imports and Exports by England.

Imports of Raw Material

	June 1924		June 1925	
	Tons	Value	Tons	Value
From Rhodesia	776	£22,042	772	£21,347
From Canada	777	10,774	552	11,284
Other Countries	226	5,983	287	5,440
	1,779	£38,799	1,611	£38,071
Re-Exports	792	22,587	167	7,002
	First Six Months 1924		First Six Months 1925	
From Rhodesia	4,604	155,031	6,300	171,099
From Canada	2,574	39,130	3,771	68,244
Other Countries	1,901	42,574	1,869	36,755
	9,079	236,735	11,940	276,098
Re-exports	3,356	107,747	2,939	96,112

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Exports of Manufactured Asbestos Materials.

	June 1924		June 1925	
	Tons	Value	Tons	Value
To Netherlands	50	£4,555	27	£3,755
France	57	14,381	41	12,835
U. S. A.	18	1,698	10	2,616
British India	164	9,564	819	14,243
Other Countries	873	53,297	1,109	61,101
	1,162	£83,475	2,006	94,550
	First Six Months 1924		First Six Months 1925	
To Netherlands	227	23,479	182	23,706
France	256	69,259	239	64,112
U. S. A.	65	14,927	58	15,151
British India	635	42,973	2,998	72,606
Other Countries	5,291	316,624	6,449	349,625
	6,474	£466,262	9,926	525,200

Exports of Raw Asbestos from Canada.

	May 1924		May 1925	
	Tons	Value	Tons	Value
United Kingdom	452	28,460	270	39,950
United States	6,850	336,241	6,809	351,976
Australia	20	975	125	8,000
Austria	..	..	..	..
Belgium	749	33,350	773	44,400
Denmark	..	..	..	..
France	225	17,600	540	49,600
Germany	959	83,610	568	50,260
Italy	126	8,160	745	45,193
Japan	880	44,658	1,228	66,230
Netherlands	..	..	143	7,650
Total	10,261	553,054	11,201	663,259
Sand & Waste				
United Kingdom	149	2,295	80	1,325
United States	7,808	90,613	7,398	96,344
Belgium	60	1,200	..	..
France	..	..	30	610
Germany	200	3,700	173	2,635
Italy	..	..	40	800
Netherlands	55	1,100	60	1,200
Other Countries	10	150	30	502
Total	8,282	99,058	7,811	103,416
Grand Total	18,543	652,112	19,012	766,675

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CYPRUS ASBESTOS COMPANY

LIMITED

A Word to Asbestos-Cement Manufacturers WhoAreNotYet Using Cyprus Standard Fibre.

This is an age of Standardization.

Look around your Works.

The Electric Current which supplies your power and light is of standard voltage—it does not vary from one week to another.

The Oil you use to lubricate your plant is of uniform grade—not thick one week and thin the next.

The Cement you use is sold to you on definite figures as to setting, tensile strength, specific gravity and fineness, and once you have a satisfactory cement you don't change it.

Why then should you buy Asbestos, the most important constituent of your products, which perhaps comes from one Mine this month, another Mine and district the next, and so on?

In CYPRUS STANDARD you have a fibre which is all extracted from the same mine, by the same methods, and every ton passed through the same finishing plant, thus ensuring absolute evenness of quality and uniformity of grade.

Try It

SALES OFFICE

49 ST. JAMES' STREET, LONDON, S. W. 1.

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PRODUCTION STATISTICS

Rhodesia.[1]

	May 1925 Tons	Value
Bulawayo District		
Birthday (Willoughby's Cons. Co., Ltd.) adjust. July-Nov. 1922		£381
Nil Desperandum (Afr. Asb. Mng. Co.)	799	13,422
Pangani (J. S. Hancock)	44	539
Recompense 3 (D M. Reid)	1	9
Shabanie (Rho. & Gen. Asb. Corp.)	1,490	37,263
Victoria District		
Gath's (Rho. & Gen. Asb. Corp)	393	9,818
King (Rho. & Gen. Asb. Corp.)	338	8,461
	3,065	69,893

Production during May 1924 amounted to 2,262 tons, valued at £47,005.

Union of South Africa[2]

	May 1925 Tons	Value
Transvaal	601	£6,788
Cape	217	3,196
	818	9,984

During May 1924, shipments totalled 929 tons, valued at £13,311.

United States[3]

Production of Asbestos in the United States during 1924 was as follows:

Montana, Arizona and California (Chrysotile)	173 tons	$33,941
Georgia and Maryland (Amphibole)	127 tons	8,585
	,300 tons	$42,526

1. Figures published by Rhodesia Chamber of Mines.
2. Figures published by Department of Mines for the Union of South Africa.
3. Figures received in bulletin from Department of Commerce, (Bureau of Mines), U. S. A.

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Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

Tel. Address:
Nedam Rotterdam

P. O. BOX 803

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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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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month includes J. Russel Kelso, President of the Kelso Manufacturing Company, whose birthday occurs on September 15th; Richard V. Mattison, Jr., Vice President and General Manager of the Keasbey and Mattison Company, September 16th, W. H. Wampole, Vice President, Staybestos Manufacturing Company, September 25th; Arnold W. Koehler, President Asbestos Textile Company, September 29th; Carlton E. Miller, President, National Magnesia Manufacturing Company, October 7th; to all of which gentlemen we extend hearty congratulations and best wishes.

The Asbestos Fibre Company, Mines at East Black Lake, reports having uncovered some very rich Crude and have started to work on the property for Crude.

Cape Asbestos Company, Limited. W. B. Rommel, Managing Director of Cape Asbestos Company, Limited, has been spending a few weeks holiday in the United States.

The Manhattan Rubber Manufacturing Company of Passaic, N. J., has announced its contemplated alteration and enlargement of its plant, to begin within the next few weeks. Cost of these improvements will be about $163,000.

The National Safety News, September issue, in its article "When the Operating Chief Ordered 'Stop Accidents'," describes various safety devices used by the Nebraska Power Company and Citizens Gas and Electric Company, and states that "The soot blowers must wear fire masks and asbestos gauntlets when at work, to prevent burns due to flare backs." The asbestos masks are illustrated.

Readers will probably recall that our old friend, A. A. Mowbray, is Director of the Editorial Department of the National Safety News.

Cape Asbestos Company, Limited of London, announce with much regret the death of Frans Enger, their representative in Oslo, Norway. Mr. Enger died on August 2nd after a brief illness.

Asbestos Mines Limited, of East Broughton, report August to have been the largest month in the history of their business, the average daily shipments having been the capacity of their track for the last month. The track holds seven cars and they are still in arrears about ten days. This appears to be a healthy indication

The Rhodesian and General Asbestos Corporation have recently declared a final dividend of 12½%, making 20% for the year to March 31st, 1925. Net profit for the year is reported to be £123,630 3-6.

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ASBESTOS

San Carlos Asbestos Mining Company. According to the August 15th issue of the Arizona Mining Journal, permits have been granted to the San Carlos Asbestos Mining Company, O. D. Flake, R. F. D. No. 1, Phoenix, Arizona, authorizing the issuance of 10,000 shares of stock at $1.00 per share.

The India Rubber Journal of August 15th contains an article on the 'Increased Japanese Demand for Asbestos." The present normal demand of Japan is stated to be about 6,000 tons of Asbestos per year.

George McLellan and Company, Ltd., of Glasgow, announce the death of William Walter MacLellan, one their senior directors, on August 7th at his home, Auchendarroch, Balfron, Stirlingshire.

Harry Stevenson, an official of the Asbestos Products Corporation, has been cleared by the Tombs Court, the charge against him having to do with the alleged larceny of $169,000, in connection with trade acceptances. The case was dismissed for lack of evidence.

Asbestos and India Rubber Society Picnic. The India Rubber Journal of August 8th gives a description of the annual picnic of the members of the Asbestos and India Rubber Society, at Windermere and the Lakes.

C. M. Stokes. As noted on another page in this issue, C. M. Stokes, formerly Sales Manager of the Norristown Magnesia and Asbestos Company, has recently accepted the position of General Sales Manager for the American Covering Manufacturing Company, Jersey City, Mr. Stokes having assumed his new duties on August 15th.

E. Schaaf-Regelman contemplates sailing the middle of this month for Hamburg, as his European business has assumed such proportions that he considers his personal supervision necessary. Mr. Regelman opened his European offices shortly after the termination of the World War but has not himself been in Europe since 1907.

Mr. Regelman's American business, which consists of both import and export, as well as his export business to other than European countries, will be well taken care of in his absence by his staff, all members of which have been in his employ for many years, and have recently been given an intreest in the business in appreciation of their long and faithful service.

While in Europe Mr. Regelman will make his headquarters at his Hamburg Office, 12-14 Ernst Merckstrasse, but he expects to visit nearly every European country, as his business is not any longer confined to Asbestos but is quite a factor in Natural and Artificial Abrasives and he also deals in ores and minerals for various industrial purposes.

Between these various lines of business endeavors and his Asbestos mine in Arizona, where he has recently increased his working force, he expects to be quite busy, but, if we could get him to talk confidentially, he would probably tell us that he

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would rather ride one of his bronchos thru Gila County, Arizona, than sit at a table in the Ratskeller in Hamburg, and would rather drink from the Salt River, which flows by his mine, than have "Mumm's Extra Dry" served at Margarie.

The Asbestos Corporation of Canada has declared the regular quarterly dividend of 1½% on the preferred and a quarterly dividend of 1½ per cent on the common stock, both payable October 15th to stock of record September 30th. The last quarterly dividend declared on the common stock was but 1%.

The Donovan Packing & Rubber Company, Inc. 211-17 Bainbridge Street, Philadelphia, announce that Thomas Brennan has purchased the interest in their company formerly held by H. A. Ritter.

Mr. Brennan is widely known in the packing industry and with his long experience in both the manufacturing and application of packings, should be a valuable addition to the Donovan organization, both from the company's standpoint and that of their customers.

Asbestos Paper Manufacturers Association. The September meeting of the Asbestos Paper Manufacturers Association will be held on Friday, September 18th. After the meeting some of the members and a few friends will adjourn to Avalon, N. J., for their annual fishing party.

PATENTS

Separation of Magnesia from Dolomite. No. 1,544,800. Granted on July 7th, to Fred W. Brown, Alton and Gideon L. Austin, Joliet, Ill. Filed May 16, 1921. Serial No. 470,064. Described as the process of separating Magnesia from Dolomite which comprises calcining dolomite, adding calcium chloride, treating the mixture with sulphuric acid to form calcium sulphate and magnesium sulphate, which will react with the calcium chloride present to form magnesium chloride and additional calcium sulphate and separating the precipitated calcium sulphate from the solution.

Heat Insulating Composition. No. 1,544,215. Granted on June 30th, to Lyle Caldwell, Lompoc, Calif., assignor to Celite Company, Los Angeles, Calif. Filed April 2, 1924. Serial No. 703,603. Described as a new article of manufacture, a composition comprising an inorganic heat insulating material, a vegetable gum capable of forming a gel with water, and a distending agent.

Semi-refractory Heat Insulating Composition Products and process of making same. Granted on June 30th, to Harold T. Coss, Lompoc, Calif., assignor to Celite Company, Los Angeles, Calif. Filed July 16, 1924. Serial No. 726,349. Described as a refractory heat insulating material principally of silica in the form of tridymite, produced by calcining fabricated bodies made of a mixture of diatomaceous earth, a catalytic inversion agent and water.

Process of Purifying Asbestos and Fabricating Asbestos Mate-

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rials. No. 1,545,132. Granted on July 7th, to Rudolphe Drambour, Brooklyn, N. Y., assignor one-half to Samuel B. Pack, individually and one-half to Samuel B. Pack, Trustee, Washington, D. C. Filed October 31, 1919, Serial No. 334,641. Renewed January 14, 1922. Serial No. 529,373. Described as the process of treating rock carrying Asbestos Fibre, which consists in subjecting it to the action of a hot aqueous solution of caustic alkali, until the fibres separate from each other and from the impurities with which they have been associated, then removing the fibres and extracting the major portion of the liquid therefrom and while the mass is in a moist condition subjecting it to the action of an electric current for the further separation and elimination of the impurities that remain in the fibres.

Automobile Hood Liner. No. 1,547,532. Granted on July 28th to Thomas L. Taylor, Medford, Ore. Filed May 14, 1923. Serial No. 638,918. Described as the combination with an automobile engine hood having an inwardly projecting grooved flange along its lower edge, and a channel secured along the top of the hood, of a substantially rigid liner therefor, comprising a rigid supporting plate conforming to the hood and an Asbestos sheet of the same size and configuration as the plate, permanently secured thereto to form a unit therewith, the longitudinal edges of said plate and said sheet being snugly received in said flange and said channel respectively.

Process of Manufacturing Fibrous and Similar Products for friction elements or for like purposes. No. 1,547,408. Granted on July 28th to Eugene Buisson, Paris, France, assignor to Societe Anonyme Francaise du Ferodo, Paris. Filed March 1, 1922. Serial No. 540,212. Described as a process of manufacturing of fibrous products having Asbestos as a base, for friction elements and like purposes, consisting of metallizing the Asbestos fibres by the electro-plating method in order to connect the said fibres together, and to provide for their cohesion, the metal being deposited in such a quantity that there is formed a solid block in which Asbestos is uniformly distributed.

The habit of going to the bottom of things usually lands a man at the top.

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 MACHINERY, CARDS AND SPINNING

WHITIN MACHINE WORKS, Whitinsville, Mass.

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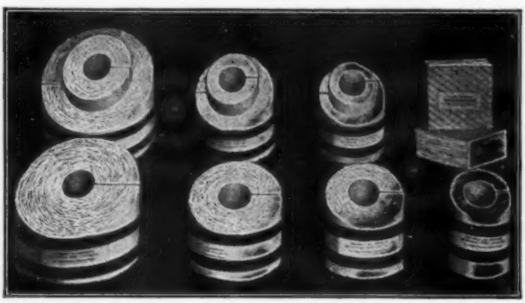
IMPERIAL ALL ASBESTOS COVERING

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.

Erie, Pa.

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