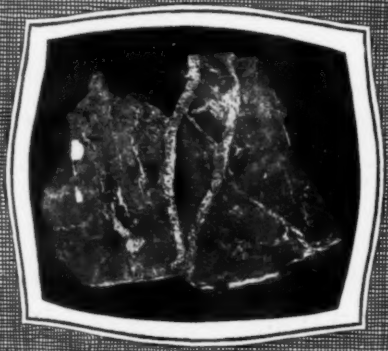
ASBESTOS

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Vol.8 JUNE 1927 No. 12



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PUBLISHED BY

C. J. STOVER

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Richard V. Mattison, Jr.

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Richard V. Mattison, Jr.

The Industry was greatly shocked on Monday, May 23rd, to learn of the death early that morning of Richard V. Mattison, Jr., Vice President and General Manager of the Keasbey & Mattison Company, Ambler, Pa.

Mr. Mattison, Jr., was born in Philadelphia, Penna., September 16th, 1879, his parents being Richard V. Mattison, M. D., and Esther D. Mattison.

He attended the Penn Charter School, graduating therefrom, after which he attended the Philadelphia College of Pharmacy, graduating therefrom as a Pharmaceutical Chemist (P. C) in 1899. He entered the Medical Department of the University of Pennsylvania the following year, but after a semester and a half's intensive study in medicine left the University for a commercial career and became city salesman for the Keasbey & Mattison Company, Mr. McDaniels, the salesman for this territory, having just died, leaving the territory vacant.

From this position he was called to the Main Office of the Keasbey & Mattison Company, where he occupied the position of general director of salesmen, altho spending the most of his time in the laboratory and general manufacturing departments of the Works at Ambler, which occupation he found most congenial to his tastes, as his whole mind was given over to the material improvement of the various processes of manufacture which were being worked out by the Company.

Mr. Mattison was interested in the welfare of Ambler, his home town, and served as a Director of the First National Bank of Ambler for many years. He was also President of the Ambler Trust Company, and was active in obtaining for the residents in and near Ambler, the concrete bridge over the Wissahickon Creek on the Butler Pike, this bridge having been completed in December 1926.

Mr. Mattison's tastes were for the most part artistic and literary, and he died possessed of a splendid library of the best literature, in which he was deeply versed, his

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reading being mostly of an historic, deep-thinking and most substantial character of philosophy, economic and world politics, of which he had a most unusual and profound knowledge.

He was intensely interested in art and could name the galleries in which most of the world celebrated pictures are hanging, he having given much study to painting during his great number of trips to England and the Continent, and was perfectly familiar with the artistic characteristics of the priceless gems of the great masters hanging in the European galleries.

Mr. Mattison died most unexpectedly at three o'clock in the morning of May 23, 1927, of heart failure, leaving a widow to mourn his loss. He was a member of the Protestant Episcopal Church.

Thus passes a notable figure in the Asbestos trade.

Auto Facts and Figures

The total wholesale value of motor vehicles and parts in the U. S. A. during 1926 was $4,696,945,000. There were 3,365,000 persons employed directly by the industry. Seventy-two percent of the production was closed models. The number of motor vehicle dealers was 52,592.

Fourteen percent of the iron and steel output in 1926 was used by the motor industry, 50% of the plate glass production, and 63% of the upholstery leather output.

California has the largest number of motor vehicles to population—one to every three persons. Seven states have more than one million vehicle registration.

The above facts are published by the National Automobile Chamber of Commerce in their eighth annual edition of "Facts and Figures of the Automobile Industry."

8,566,450,000 gallons of gasoline were consumed, 27,646,508 motor vehicles are in use in the world, 80% of which are registered in the United States.

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Carey

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Asbestos Covering for Steam Pipes

Their Various Formations

By C. P. Harris, Ph. D.*

The factors which are involved in determining the amount of heat which will flow thru any material are

a. The nature of the material, that is to say, its conductivity,
b. Its thickness
c. The difference of temperature on each side
d. The area of surface thru which the heat may flow
e. The time of such flow.

Insofar as the insulation of steam pipes is concerned, the quantity of heat, temperature difference, area of pipe surface and the time factor can all be considered practically constant, so that the only variables which may be altered to keep the heat loss at a minimum are the nature of the insulating material, and its thickness. Obviously there are limits to the thickness of insulation that is feasible, making conductivity the most important factor involved.

Of the commonly available substances, air has by far the lowest conductivity, being only one-seventh that of asbestos and one-half as great as that of pulverized cork at the same temperature. In making insulating materials for pipes, therefore, the object in view is to include as many air spaces as possible. Concentric cylinders about the pipe would counteract conduction but not convection currents. On vertical pipes such cylindrical coverings would permit much loss of heat by the vertical movement of the enclosed air. It is necessary, therefore not only to cover the pipe "with air" but to have the air spaces divided into small parts so as to minimize both conduction and convection losses. And that is what the various forms of covering do. Air is trapped in minute spaces between walls of low conductivity, such as asbestos. The material used should be stable to weather conditions, should be non-hygroscopic and, of course, odorless. The preferred materials are asbestos, magnesium carbonate, wool felt, diatomaceous earth, ground sponge, and cork. These materials are rarely used

*Technical Director, Universal Trade Press Syndicate.

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Johns-
Manville
CORPORATION

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alone but almost invariably as mixtures in various forms. Cork is too expensive, as compared with the other materials but is an excellent insulator.

Asbestos is used in various forms such as felt, fibre and paper. Low pressure lines, not being as hot, require less insulation for good results. The construction of various insulating products depends upon the nature of lines to be covered and the price. The object always is to have the greatest number and smallest size air spaces possible for the least cost.

For example, asbestos in the form of felt is used in layers which have indentations in them about 1¼ inches in diameter and 1/8 inch deep. These indentations form air cells as the felt layers are wrapped on top of each other. Another method of using asbestos is to wrap alternate layers of smooth and corrugated vitrified asbestos sheets about each other. The corrugations in such a case are about ¼ inch deep and run lengthwise on the pipe. Here the corrugations form the necessary air cells.

A covering suitable for low pressure steam and hot water lines is made of a ¼ inch layer of asbestos felt on the inside with alternate layers of wool and asbestos felt after that. Here the air spaces are formed by the spaces between the felts as well as by the pores of the felt itself. This arrangement is not as good as asbestos alone, especially that with indentations.

Asbestos fibre can be molded into the shape of a pipe covering, and this results in a less expensive asbestos covering suitable for low pressure lines. A cheaper arrangement consists of the use of layers of wool felt with an interlining of two layers of asbestos paper. A covering which may be used on both high and low pressure lines is made of eight layers of material each consisting of a smooth and corrugated piece of asbestos paper, the corrugations being crushed down to form small longitudinal spaces. The corrugations alone are not sufficient, as the heat could be carried by convection currents along the pipe. Crushing them down traps the air into cellular spaces and prevents these convection losses.

A variation of the last method consists of alternate

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CABLE ADDRESS, MAGNESIA

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sheets of corrugated and plain asbestos paper, forming air-cells about ⅛ inch deep that run *around* the pipe instead of corrugations running *parallel with* the pipe. This eliminates the necessity for crushing the corrugations into small cells.

An unusual insulating covering is made from a thin felt of asbestos fibre and finely ground sponge. The sponge is a very porous skeleton of a marine animal and has a very large number of small air cells. The felt made by combination of the asbestos fibre and ground sponge is therefore very cellular. The covering is made up of 41 of these sheets per inch of thickness. The advantage of using such a large number of sheets lies in the fact that the spaces between the sheets add materially to the amount of trapped air in the covering. This insulation is very efficient and is used on high pressure and super-heated steam lines.

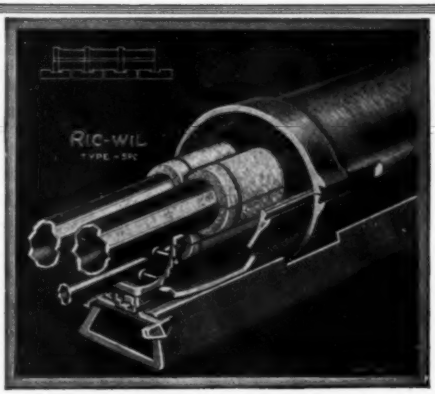
Magnesium carbonate is used mixed with asbestos in the proportion of 85% magnesia and about 15% asbestos fibre. This mixture is molded into shape and forms an efficient and desirable covering. The magnesia is a finely divided amorphous substance and when packed tightly holds a multitude of tiny air spaces between its particles. The asbestos fibre acts as a binding material, and is fireproof. The result is a covering of great value.

A covering differing from the above types is made by molding diatomaceous earth into the desired shape. This material is silica, composed of minute skeletons of microscopic animals. Under the microscope it is seen to consist of tiny holly tubes, spheres, and irregular shapes. These skeletons when pressed together form an extremely cellular material with numberless air spaces. The result is a highly efficient covering.

PASTE THIS ON YOUR MIRROR
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ADVISE
STONE INDUSTRIAL EQUIPMENT COMPANY
Boston SPRINGFIELD, MASS. Brooklyn

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FACT AND FANCY

Free Service.

We wonder how many of our readers know that they can obtain much valuable information from the various district offices of the Department of Commerce.

These offices are equipped to answer most questions concerning subjects relating to commerce, and also issue bulletins on various subjects.

For instance they publish a bulletin each month giving imports and exports of asbestos and asbestos products. This bulletin can be had for the asking.

Branches of the Department of Commerce are located in all the larger cities. We list the addresses below, and the next time you are near one of them, drop in and find out what information is available which would be helpful in your particular work.

Atlanta, 538 Post Office Bldg.
Baltimore, Assn. of Com., 22 Light St.
Boston, 1801 Customhouse
Chattanooga, 1301 Market St.
Chicago, Rm. 845, 33 S. Clark St.
Cincinnati, Cham. of Commerce
Cleveland, Cham. of Commerce
Des Moines, 121 Federal Bldg.
Detroit, 607 Free Press Bldg.
Galveston, 309 Post Office Bldg.
Houston, Chm. of Commerce
Los Angles, Chm. of Commerce
Louisville, Bd. of Trade Bldgs.
Memphis, Chm. of Com. Bldg.
Minneapolis, Federal Bldg.
Newark, Chm. of Commerce
New Orleans, 322 Post Office Bldg.
New York, 734 Customhouse
Phila., 20 S. 15th st., Rm. 812
Portland, 215 New P. O. Bldg.
Rochester, Chm. of Commerce
San Francisco, 310 Customhouse
Seattle, 515 Lowman Bldg.
St. Louis, 1201 Liberty Central Tr. Co. Bldg.

The Theatre Curtain Situation.

The theatre curtain situation is developing very slowly.

The only item of interest at present is the revision of the Philadelphia City Code. This revision was made about two months ago, and calls for all curtains 35 feet and wider to be of double construction with a steel frame, permitting the use of a single curtain for openings under 35 feet. Printed copies of the new Code will not be ready until about the first of July at which time we will procure

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IMPORT

EXPORT

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several and distribute them to anyone interested.

The Bureau of Standards, Washington, according to its Director, Dr. George K. Burgess, does not recommend a single curtain for a new installation regardless of the width but Dr. Burgess believes that a single curtain may give the necessary protection, provided that it will close the opening under all conditions, if the theatre can be emptied within a few minutes. In the tests made at the Bureau it was found that smoke and glow became evident on the unexposed side after only two or three minutes of fire exposure with a single curtain.

We are indebted to J. M. Weaver, General Sales Manager of the Keasbey & Mattison Company, for the above information.

Getting Results in the Fight Against Fire.

Huntingdon, W. Va., by a well organized effort, reduced the city's per capita loss by fire nearly 80 per cent. They employed no magic. First an expert engineer of the National Fire Protection Association visited Huntingdon and saw the conditions; second, he told the citizens what to do; third, they did it.

It is to extend this kind of service to hundreds of other towns and cities that a nationwide campaign to raise a $500,000 Field Service Fund is being carried on.

It pays to support the Fight Against Fire.

U. S. Production Figures.

We published in the May number figures for the production of Asbestos in the United States during 1926, but not divided as to Chrysotile and Amphibole production.

Upon writing the United States Department of Commerce for separate figures on the two varieties of material we find that the various producers of asbestos in the United States do not wish made public separate figures for the two varieties.

We assume that the producers must have good and sufficient reasons for making such request, altho it is greatly to be regretted that the public, and especially the industry will not know the production figure for each variety separately. This is particularly regrettable because the United States is the first and the only country

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Asbestos Corporation Limited

The Largest Producers of Raw Asbestos in the World

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SPINNING FIBRES	CEMENT STOCKS
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Phillips Square - Montreal

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GENERAL OFFICES

THETFORD MINES

Quebec, Canada

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which uses amphibole asbestos commercially to any extent, and since the uses of amphibole are so very different from those of chrysotile, it would be most interesting to note each year the increases in production of amphibole over previous years.

Perhaps producers will at some future time reconsider their decision and allow the Government to publish the figures.

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Refrigeration Systems Complete
Bought for Cash by
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Boston SPRINGFIELD, MASS. Brooklyn

Real Money For Asbestos Waste, Etc.

Asbestos Waste of all kinds, seconds, defective goods, odds and ends, obsolete machinery.

Don't throw anything away before getting a price on it from

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Hartford, Conn. (Main Office)

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ASBESTOS

Canadian Crude
Russian
White Rhodesian
Yellow or Blue
South African

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8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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Packing, Indentification and Buying Units

Asbestos Manufactures.

Completing the third article of the Series on the Distribution of Asbestos

This subject when devoted to the raw material (See May issue) offered little for discussion, but quite the reverse is true of asbestos manufactures.

In the early days of Asbestos manufacture, when there were few spinners and fewer finishers, asbestos products were all made practically the same, and of practically the same quantity. The poet said "A primrose by the river's brim, simply a primrose was to him," and in truth a brake lining was simply brake lining and nothing more. The same could be said of any number of other manufactured products.

Later, however, when new firms entered the manufacturing end, when industry demanded better products, or products of special quality for special purposes, the manufacturers began to devise ways and means of improving the material, making it better than their competitors, or to fit their customer's peculiar needs. Naturally, when they discovered methods of improvement, they did not share the secret with their neighbors in the asbestos business, and as they felt they had a better product generally they tried to identify it in such manner that the customer would be certain he was getting the goods he specified, and of the quality desired.

This therefore led, first of all, to trade names and trademarks; later to distinctive packaging, and still later to methods of identifying the material itself.

As a matter of fact asbestos products in general are rather hard to so mark that the name can be seen and have an advertising value and yet not mutilate or disfigure the product. As in all lines of manufacture some materials can be marked only by enclosing in a distinctive package, or by labelling—yarn for instance, or cloth. It is possible that names could be stamped on the cloth without damage, but

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Diamond N 2-Point

Insulation
Highest Efficiency
Greatest Durability

--Manufactured by--

Norristown Magnesia & Asbestos Company

Norristown, Penna.

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it is equally possible that at least in some cases this would be objectionable to the users, a sufficient reason to eliminate the name from all cloth.

On such materials as pipe covering, the label does very well, and identifies the material to the owner of the heating plant as well as to the contractor.

An interesting case of identification in pipe covering was observed a few years ago when the Magnesia Association of America, a group of magnesia manufacturers, identified the product of those manufacturers by having the canvas jacketing woven with three blue lines running thru the middle, and advertised those lines as their guarantee of quality.

Asbestos Shingles, while having always had distinctive trademarks, have never been satisfactorily marked except by labels, and obviously it isn't desirable to have a label on each and every shingle placed on your roof. Therefore asbestos shingles are hard to distinguish as coming from one manufacturer or another. There has been talk of marking asbestos shingles by the stamping of the trade name in the steel plates used between the shingles when being pressed, but whether this will ever be considered feasible and at the same time sufficiently important to be desirable, cannot be stated.

Of all asbestos products, probably brake lining has been more adequately trademarked than any other. One of the brake lining manufacturers advertise "Silveredge" extensively and identify it by a silver edge on the brake lining itself. It is, of course, very easy to trace the development of trademarking brake lining. Probably no other material in the asbestos line offers so much opportunity for development. The increase in the use of automobiles, the safety factor, the mechanical improvement in the cars themselves, all insist on improved types of brake lining, with the result that many different treatments have been experimented with, and there are at least three or four radical differences in the basic material. To illustrate, we have the woven tape, the folded and stitched cloth, the special weave of asbestos and wire rather than a wired asbestos yarn, and, probably the latest development along this line, the woven twisted paper type. Treatments are

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AMERICAN ASBESTOS COMPANY

Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

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

WRITE FOR PRESENT PRICES

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legion, all have their merits and improvement is constantly going on.

It is small wonder, therefore, that manufacturers desired to protect the time, money and effort which had been expended to perfect their particular brand of brake lining, and this, coupled with the fact that it lent itself easily to stamping of the trade name on its flat surface, and also that there could be no possible objection to so marking the material, was responsible for the developing of trademarking of this particular commodity.

The Asbestos products being mostly made for the industrial field, it has been found unnecessary to prepare fancy or distinctive packages, such, for instance, as are used in the grocery field to catch the eye of the housewife. Shipments are generally made in large quantities and the material crated in bulk, that is, not put up in small packages before being crated. Some of the materials do come in cartons but, generally speaking, the package itself is not distinctive.

The third division of our discussion—buying units—depends to large extent on the purpose for which the asbestos product is to be used. For instance, asbestos shingles are sold by the square, that being the accepted unit for roofing purposes. Asbestos lumber or wood is sold by the square foot. Some of the buying units seem rather contradictory to general practice in other lines. For instance we buy asbestos yarn and cloth by the pound, as also asbestos paper and millboard. Woven tape is sold by the pound also, but when treated, thus becoming brake lining, by the foot. And when it is formed into clutch facings, or cloth into gaskets, the facings or gaskets are sold by the piece.

Asbestos Millboard while sold by the pound comes in certain size sheets, asbestos paper comes in certain widths and weights, so that the size must often be taken into consideration as well as the buying unit itself. As a matter of fact asbestos millboard is generally figured out in size and then that quantity weighed and charged for by the pound.

These peculiarities in buying units are so well known in the trade that not much thought is given to them, but to an outsider they may appear uncommon and extraordinary.

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The standardization and simplification done by the Asbestos Paper Manufacturers Association, which has been discussed several times in our pages, has done away with several unnecessary sizes, thus making it unnecessary to carry stock of so many different items, and it would seem desirable to extend this simplification work to other branches of the industry.

In battling with a gas well fire at Sanford, Texas, nitro-glycerine was used to blow out the 200-foot flame. Between sixty and seventy quarts of nitro-glycerine was enclosed in a large capsule, the capsule sheathed in asbestos to protect it from the heat, the capsule placed and the charge detonated by means of wires and an electric battery.

Machinery was hauled from the well by cables fastened to motor trucks a block away, the cables being attached to the machinery by men clad in fireproof suits.

It is interesting to find various newspapers publishing such items as the following:

"Furnace and pipes should be insulated. Cover them with cellular asbestos. Sheet asbestos is unsatisfactory, loses more heat than bright metal, as extensive engineering tests have proved."

Asbestos Paper is used in enameling ovens to catch the drip, when enameling parts. One user, who happens to be an automobile manufacturer utilizes from six to ten carloads of asbestos paper a year in this manner.

Asbestos, 85% Magnesia, Hair and Wool Felts
Silocel, Nonpareil, Cork Products—WANTED
STONE INDUSTRIAL EQUIPMENT COMPANY
Wallingford SPRINGFIELD, MASS. Roxbury

TAPE
AND LISTINGS
Write For Samples and Prices
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NORTH WALES, PA.

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ASBESTOS



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

The brake testing campaigns are on in full force. Pittsfield, Worcester and Boston, Mass., Seattle, Wash., Newark, N. J., numerous smaller cities of the middle west and the whole state of Indiana made a good start for the season. Requests are coming in almost every day from some new quarters and the supplies are going out.

New types of campaigns are being put on this year. The most noteworthy is that being put on in Indiana under the direction of the state constabulary. Chief Hume of the Indiana State Police or Constabulary is out to comb the state from one end to the other and get a better brake situation established than was ever before known in any state in the Union. Judging from the progress he is making, Chief Hume is going to make a clean sweep of it. He is districting the state and cities and making a systematic job.

Massachusetts is doing the same thing, but making it a systematic routine job which will be going on everywhere in the State all summer. With the exception of the Worcester and Pittsfield campaigns the highway police are instructed to test cars any time the least question arises about the brakes. Pittsfield put on a city campaign under the auspices of the Automomile Club of Berkshire County, with the police co-operating and Worcester put on one under Chief of Police Hill with everybody co-operating.

The second type of campaign is intermittent, as illustrated by the Newark, N. J., campaign. This campaign is put on under the Newark Safety Council and the testing is done on only two days a week. This will continue for four weeks, in spite of the two days of rain which spoiled the last week in May. However, the work is being extended sufficiently to make up for the rainy days.

The Asbestos Brake Lining Association is preparing new campaign material for use in all development work, both among the public-spirited organizations and the garages and service stations. This will be published shortly for distribution.

More Data Books were published this year than ever before and it looks as tho next year's issue would be the greatest one of all. Work is already under way on next year's book.

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ASBESTOS

PAPER — PIPE COVERINGS
MILLBOARD — CEMENTS



Send us your inquiries!—prompt and courteous attention assured you.

Manufacturers

SALL MOUNTAIN COMPANY

140 SOUTH DEARBORN ST.
MARQUETTE BLDG.

SCRANTON CHICAGO BOSTON

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The statistics of the Asbestos Brake Lining Industry are being accumulated and will soon be ready. This year the figures cover approximately 95% of the woven brake lining and the woven and moulded clutch facing of the industry. This is made possible because of the enlargement of the Association and the addition of the new members. There is also the increased output of all members as well, so the figures will be more nearly representative of the work of the industry than ever before.

Don't forget our motto "BRAKE INSPECTION YOUR PROTECTION."

AUTOMBILE PRODUCTION

During April, 1927, a total of 422,177 motor vehicles were produced in the U. S. A. and Canada combined, 397,566 in the U. S. A. and 24,611 in Canada. The production during April, 1926, was 452,025, the United States producing 430,523 and Canada 21,502.

Comparison of the figures covering the first four months of the year is interesting. During the first four months of 1926, 1,586,487 motor vehicles were produced, 1,508,294 in the United States and 78,193 in Canada; while during 1927, the total production was 1,399,199, of which the United States produced 1,317,934 and Canada 81,265.

WANTED

Capital to prospect and develop the West Monumental Asbestos claim. Claim patented, good prospects. Address CHAS. P. MATHEWS, Cisco, Calif.

Carload and Less Carloads of Insulations
WANTED—ALL KINDS
STONE INDUSTRIAL EQUIPMENT COMPANY
Boston SPRINGFIELD, MASS. Brooklyn

Steady Market For Asbestos Waste

Always in the market for all kinds of
ASBESTOS WASTE — car lots or less
Send samples stating quantity.
If you are in need of waste will mail sample of what we have to offer.

LOUIS LEONARDIS 15 Park Row NEW YORK CITY
Warehouse: Newark, N. J.

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Allbestos Corporation

Quality Brake Lining
Textile Specialties

Asbestos
Yarns, Roving
Cord and Cloth

Manufactured from the raw materials by

Allbestos Corporation

PHILADELPHIA, PA.

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JOB TICKET

NOTE—Foreman must see that both sides of this slip are properly filled out and signed and returned to office promptly upon completion of work.

CHAS. S. WOOD & CO., Inc.

FOREMAN'S SLIP

Order No. _____ Date _____

Name _____

Address _____

For _____

_____

Date commenced _____ Date finished _____

SPECIFICATIONS

WORKMEN	Total Hours
Mechanics	
Helpers	

O. K. _____ Signature of Foreman

THE ABOVE WORK HAS BEEN COMPLETED IN A WORKMANLIKE AND SATISFACTORY MANNER

Superintendent

or

Engineer

(OVER)

CHAS. S. WOOD & CO., Inc.

FOREMAN'S MATERIAL LEFT OVER

Name _____

Address _____

Where Material is left _____

REMARKS

LP See that all material left over is packed up. Make note of all on this slip and hand same into office at once.
If no material is left over, state so above.

Reported by _____

(OVER)

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CONTRACTORS AND DISTRIBUTORS PAGE

ANOTHER JOB TICKET

The job ticket reproduced on the opposite page is the one used by Chas. S. Wood & Company, of Newark, N. J.

The specifications, quantities, etc., in connection with the job are recorded on this form, and it is then turned over to the mechanic who operates the work.

Readers should carefully compare this job ticket with the one published last month, and with the one they themselves are using. No doubt helpful suggestions can be obtained from each.

This form is 9½ by 5½ inches.

WAGE NOTES

Cleveland, O. The four-month controversy in Cleveland between union carpenters and their contractors was ended on May 12th, when the new contract was signed. The new agreement grants a wage increase of 12½c an hour to carpenters and gives to contractors the right to employ non-union carpenters when the carpenters' union in Cleveland finds it impossible to furnish sufficient union labor.

The other trades, of which the asbestos workers is one, have been waiting for settlement of this controversy before signing new agreements for 1927, and it is quite likely, now that the new carpenters' agreement has been signed, that other trades will sign up quickly.

Asbestos Workers up to date of going to press, however, have not closed any agreement, altho negotiations are going on daily.

Cincinnati, O. New agreement was signed in Cincinnati, effective April 24th, 1927, and to expire May 23rd, 1928. This agreement provides for a wage of $1.27½ per hour up to and including October 23rd, 1927, and $1.30 for the rest of the agreement period.

Roofers, slate and tile, have been granted a wage of $1.35 (previous rate being 1.31¼).

Kansas City, Mo. New agreement was signed upon expiration of the old one. May 1st, 1927, keeping the old scale in effect, viz: $1.10 per hour for mechanics. This new agreement expires December 21st, 1927.

Buffalo, N. Y. New agreement was signed with Asbestos workers on April 30th, and expires May 1st, 1928. The rates are $1.25 per hour for mechanics and 75c an hour for improvers. Former rate for mechanics was $1.12½.

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MARKET CONDITIONS

The General Situation.

In the Industrial Digest for June appears an article summing up the general business situation in what would appear to be a most intelligent manner. We regret we cannot quote it in its entirety, but one or two of the paragraphs will give our readers a fair idea of the present situation in general business. (Copies of the entire article will be supplied upon request.)

"In the face of the most active demand for commodities which the country has ever known, the general level of prices is working steadily lower. The general average of wholesale prices for April was the lowest reported for any month since April 1922. Yet commodities are moving into consumption in close to record volume, the employment situation is fairly satisfactory, altho employment is a little lower than it was a year ago, and the buying power of the consumer's dollar is higher than it has been in several years.

"Competition for even this great volume of business is so keen that the largest and most efficient producers, anxious to maintain operations as close to capacity as possible, are working on narrow profit margins per unit, and the less efficient operator must perforce meet this competition, even tho the difference in production costs must come out of his profits. Such of the financial reports for the first quarter as have thus far appeared show profits generally smaller than those of a year ago, with the leading units in each industry obtaining the major shares."

Asbestos.

The raw material situation remains about the same as last month; the tendency of prices is upward, particularly on the higher grade material.

As to manufactured material:

It is natural, at this time of year, for individuals and

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AMOSITE ASBESTOS

the new long-fibred material mined in the Transvaal, South Africa

THE CHEAPEST TEXTILE ASBESTOS IN THE WORLD

SPECIAL PROPERTIES

(1) **Length of fibre**
(2) **Tensile strength**
(3) **High insulating properties**
(4) **Lightness of weight**

This Asbestos, in its various grades, has been proved eminently suitable for—

(a) **TEXTILES** (Yarn and Cloth)
(b) **ASBESTOS-CEMENT SLATES**, and corrugated roofing
(c) **BLOCKS** for Boiler Insulation
(d) **SECTIONAL COVERING**
(e) **ELECTRIC STORAGE BATTERY BOXES**

The Cape Asbestos Co Limited
Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

Telegrams: Incorrupt London
Tel: City 6937 (3 Lines)

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industrial firms to pay little attention to their heating plants, and therefore insulation is showing its usual seasonal falling off of volume. Prices, however, we are glad to say, are fairly firm.

Paper, because the bulk of the production is used in the making of insulation, naturally follows the pace set by insulating materials.

Brake lining volume is good; prices very unsatisfactory, particularly in view of advancing raw material costs.

General Textiles are feeling these same increased costs of raw material, but is seeing fair volume.

This, of course, is the shingle season, and all factories are busy, despite the slackening of building which naturally reacts unfavorably on the shingle market.

Generally, the volume in the Asbestos Industry is good, and with fair prices, would be very satisfactory.

Dr. Gerhart Rosenbaum of Puchov, Czecho Slovakia, was personally in Moscow in 1926, and therefore speaks with some authority when he comments on the asbestos market situation in Russia. He says:

There is good demand in Russia for raw Asbestos and manufactured Asbestos products, at high prices. The Russian Soviet-Government has a large program of improvement for the Asbestos mines in the Urals, to be finished in 1928.

There are about 6 small Asbestos shingle factories in Russia and two or three Asbestos cardboard and insulation factories, managed partly by the Soviet Government and partly by foreign concessionaires. All these factories are well sold out at very good prices and only the need of capital hinders greater development.

Insulation materials are popular because of the cold climate and the lack of heating materials. There is also a good demand for shingles the factories obtaining about 8 cents for a shingle 16 in. x 16 in.

The Soviet Government's program of industrialization for the next two years covers the building of four asbestos shingle mills with the aid of German capital.

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Rhodesia. (Rhodesia Chamber of Mines)

Bulawayo District.

	February 1927 Tons (2000 lbs.)	Value
Biltong (Vukwe Asb. Syn. Ltd.)	20	£ 254
Nil Desperandum (Af. Asb. Min. Co. Ltd.)	550	9,040
Pangani (J. S. Hancock)	33	413
Shabanie (Rho. & Gen. Asb. Corp.)	1,379	27,577
Lomagundi District.		
Ethel (Union & Rho. Trust Ltd.)	44	1,100
Victoria District.		
Gath's (R. & Gen. Asb Corp. Ltd.)	216	4,316
King (R. & Gen. Asb. Corp. Ltd.)	159	3,189
	2,401	£45,889
Deduct overdeclared on adjustment Gaths to 3/31/26 £4,316/6		
Deduct overdeclared on adjustment King, to 3/31/26 £ 870/13		5,187
	2,401	£40,702
Production during February 1926	2,166	53,624

Union of South Africa (Dept. of Mines & Industries)

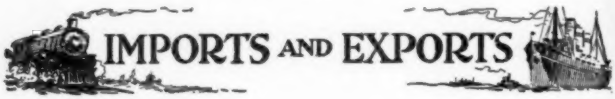
	February 1927 Tons (2000 lbs.)	Value
Transvaal (Amosite)	264	£ 2,640
Transvaal (Chrysotile)	878	14,468
Cape (Blue)	275	5,897
	1,417	£24,005
Production during February 1927	1,177	£16,752

Cyrus (Cyprus Asbestos Co.)

April, 1927 410 Tons (2240 pounds)
May, 1927 950 Tons (2240 pounds)

WANTED: European Agency for Asbestos Mines, with exception of Blue and Amosite, which we already handle. References.
ESTABLISSEMENTS DONNETT
47 Chaussee de Haecht, Brussels, Belgium

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Imports into U. S. A.

Unmanufactured Asbestos.

	April 1926		April 1927	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Br. S.)	368	$ 58,293	151	$ 28,688
Africa (Port. E.)	203	45,358	153	38,123
Austria	...	...	22	763
Canada	22,813	645,001	16,265	557,568
Germany	...	...	94	27,342
Italy	...	...	...	70
United Kingdom	20	5,654	...	...
	23,404	$754,306	16,685	$652,554

Of the material imported during April 1927, all that coming from Portuguese E. Africa, Germany and Italy was Crude; that from British S. Africa consisted of 146 tons of Crude, valued at $28,102, and 5 tons of Mill Fibre, valued at $586. The 22 tons from Austria, valued at $763 was Mill Fibre, and that from Canada consisted of 334 tons of Crude valued at $98,810, 5,723 tons of Mill Fibre valued at $285,306 and 10,208 tons of Lower Grades valued at $173,452.

Manufactured Asbestos Goods:

	April 1926		April 1927	
	Pounds	Value	Pounds	Value
Yarn—				
United Kingdom	14,591	$ 8,608	14,516	$ 4,998
Fabrics, Woven—				
Germany	602	590	4	3
United Kingdom	28,261	7,481	6,176	5,262
Packing, Fabric—				
Germany	...	...	1,738	451
United Kingdom	624	588	...	...
Canada	...	...	242	140
Packing, Not Fabric—				
Austria	113,568	2,672	...	...
Canada	16	8	7	5
Germany	...	...	2,269	597
United Kingdom	...	...	7,171	2,022

Paper and Millboard—None.

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	April 1926 Pounds	April 1926 Value	April 1927 Pounds	April 1927 Value
Shingles, Slate, Wood and Lumber—				
Belgium	4,528,265	66,833	6,179,242	87,285
Canada	440	69	...	...
France	...	...	725,509	12,203
Germany	...	...	253,428	4,545
Netherlands	...	...	665,208	12,150
	4,528,705	66,902	7,823,387	116,183
Asbestos Cement—				
Canada	4,346	150	...	...
Germany	552,275	9,327	...	...
	556,621	9,477		
Other Manufactures—				
Austria	121	186	...	...
Belgium	70,282	1,321	...	...
Canada	1,280	134	3,468	$ 240
Germany	...	...	1,868	486
United Kingdom	7,884	3,052	10,688	3,863
	79,567	4,693	16,024	$ 4,589
	5,322,555	$101,019	7,871,534	$134,250

Exports from U. S. A.

Exports of unmanufactured asbestos for the month of March 1926 amounted to 57 tons, valued at $10,577, while during March of the present year, 1927, but 4 tons valued at $344 were exported.

Exports of manufactured asbestos goods:

	March 1926 Pounds	March 1926 Value	March 1927 Pounds	March 1927 Value
Paper, Mlbd. & Rlbd.	124,332	$12,956	196,349	$15,371
Pipe Covg. & Cement	196,424	11,253	447,496	22,347
Textiles, Yarn & Pkg.	109,560	64,858	82,411	50,012
Brake & Clutch Lin'g.	161,148	111,408	46,019	27,745
Magnesia & Mfrs. of	445,638	20,050	413,524	20,470
Roofing (Asbestos)	3,978 sqs.	20,760	6,478 sqs.	38,562
Other Manufactures	278,819	28,222	131,624	25,485

Imports and Exports by England.

Imports of Raw Material.

	April 1926 Tons (2240 lbs.)	April 1926 Value	April 1927 Tons (2240 lbs.)	April 1927 Value
From Rhodesia	1,155	£43,652	801	£32,039
From Canada	229	5,087	1,086	18,782

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From Other Countries	993	21,739	348	12,296
Total	2,377	£70,478	2,235	£63,117
Re-Shipments	250	8,056	234	6,614

Exports of Manufactured Asbestos Goods.

	April 1926		April 1927	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
To Netherlands	37	£ 3,913	57	£ 5,022
To France	52	12,327	38	5,558
To U. S. A.	20	3,381	5	1,244
To British India	799	14,713	554	12,761
To Australia	40	6,620	16	3,408
To Other Countries	1,522	58,093	1,620	54,935
	2,470	£99,047	2,290	£82,928

Canada.

The figures covering exports from Canada for March have not yet been received from the Dominion Bureau of Statistics. We understand some change is being made by the Bureau in the manner of publishing statistics of this sort and this probably causes the delay. Figures will be published just as soon as received.

Building Statistics

Considerable decrease was shown by figures for April, 1927, against the previous month. During March the contracts awarded amounted to 17,385 projects, with 87,891,700 square feet of floor space, and a value of $620,738,200, while in April contracts were awarded for 18,067 projects, with a floor space of 83,617,500, valued at $604,390,700.

This is more disturbing because the figures for contemplated projects in March are also much higher than those for April.

The figures for the four months combined (January, February, March and April) compared with last year, run very close, the 1926 figures being 52,839 projects, 292,859,900 square feet, valued at $2,015,551,300, and the 1927 figures 55,773 projects, 279,615,900 square feet, valued at $2,003,166,800.

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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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The Significance of a Name

How much advertising value does a firm get from its name? How much business does it lose in any given year because of its name?

If you have never pondered on the value of a name, these questions may seem foolish, or at least unnecessary. But when constantly called upon to give the name of some firm, or individual, in the Asbestos Industry, who makes a certain product, or is located in a certain place, it is inevitable that the significance of a name, or its insignificance, as the case may be, makes an indelible impression.

Of course we keep a general file here of the names of all firms in the Asbestos business at present, or who have been in it in the past. A great many of these we have at our tongue's end and can tell instantly where they are located, who is interested in the company, what they do and other information about them. There are a few, however, whose names are of so general a nature that when we wish to recall them it is absolutely necessary to refer to the file, and it is this necessity that brings us to discuss here the significance of names, principally for the benefit of newcomers in the Industry but also as a subject of interest to everyone.

Names of firms seem generally to be chosen from four general classes. First those names, the first word of which is a general term, such as Standard, American, National, General and in this Industry, of course, the word Asbestos.

Second, those names which are an adaption either of the word Asbestos or of other words. Illustrations of this class are such names as Asbestolite, Asbestolith, Asbestoseal, Asbestex, Allbestos, Alltex, Nanbestos, Everlastbestos, Erbestos, Rockbestos, Multibestos, Raybestos, Staybestos, Emseo, etc.

Third, those which take the name of their location such as Norristown, Chicago, Philadelphia, New York, or even Southern, Western, Eastern, Northern, New England.

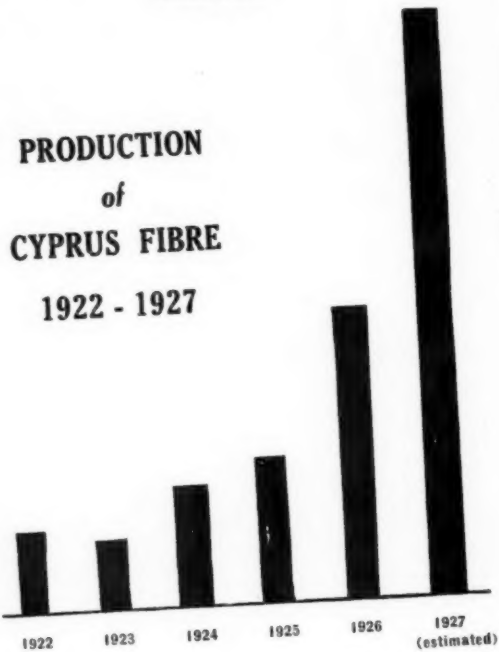
Fourth, names which embody in them, generally as the first word, the name either of the founder of the company, or one or more of the partners. For instance, Philip

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CYPRUS ASBESTOS COMPANY

LIMITED

PRODUCTION
of
CYPRUS FIBRE
1922 - 1927



SALES OFFICE:
49 ST. JAMES'S STREET, LONDON, S. W. I.

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Carey, Ehret, Keasbey & Mattison, Smith-Murray, Johnson.

From our experience in dealing with names, we would say that the second and fourth classes are preferable when selecting a name. Of course the old established companies, who have chosen their names years ago when the Asbestos Industry was in its infancy, are so well known that even if their name is in the general class it is instantly recognized by almost everyone, but a newcomer in the Industry should take great care to choose a name which is not similar to others in the trade, and the best way to avoid this is to use a personal name as the basis of the name of the company.

Names adapted from the word Asbestos or from a proper name are very distinctive—the only trouble is to find an adaption which will sound well and be fairly easy to remember.

The beauty of names beginning with the name of the founder, or active head of the company, lies in the fact that everybody, if they know the man at all, can immediately tie up the name of the firm with the man, and there is no chance for mistake. We are not likely to forget that the Smith Asbestos Company is headed by H. C. Smith, altho we may not remember for two seconds that the Standard Covering Company is run by Jones.

As a matter of fact there are in the United States, 47 firms interested in this industry, the first word of whose name is Asbestos, while 22 have as their beginning the word American. Next comes National with 12 to its credit; United eleven (seven of these being United States), eight beginning with Standard, five with General, and five Union. Is it any wonder that our reference file is constantly in use?

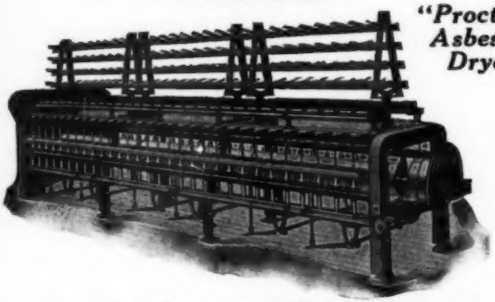
There is another danger in selecting a name, and that lies in its length. Anyone who writes checks will readily agree that a long name is a nuisance, and the stenographer employed by the firm with a long name, is forced to use a very great deal of her employer's time in writing the name—time which could be better employed on the body of the letter.

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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.

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

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NEWS OF THE INDUSTRY

Birthdays. We are pleased this month to extend congratulations to the following gentlemen who celebrate their birthdays on the dates given: George L. Hammons, President, United States Asbestos Company of Illinois, Chicago, on July 4th; R. P. Doucet, General Manager of the Asbestos Corporation of Canada, on July 7th.

The Insulating and Materials Company, Contractors and Jobbers of Asbestos and Asphalt Products, St. Louis, Mo., on May 7th, moved from their old location at 218 S. Main Street to their new modern office and warehouse at Broadway and Potomac.

C. Stanley Morgan, Distributor of Ehret Magnesia Mfg. Company's products in Detroit, on Friday, May 20th, sailed in the Steamship Rochambeau, on an extended trip thru Europe.

Richard V. Mattison, M. D., has recently purchased the shipbuilding plant near Bristol, this to be used for the manufacture of asbestos tiling.

Frank W. Rowe, General Purchasing Agent for Johns-Manville Corporation, sailed for Europe during May, according to newspaper reports.

Bell's United Asbestos Company, Limited, Asbestos House, London, at a special general meeting of the Company held on May 7th, moved from their old location at 218 S. Main Street to 350,000 new shares of £1 each, 190,000 of which are Preference Shares carrying the right to a fixed Cumulative Preferential Dividend at the rate of 6½% per annum.

The Bell's United Asbestos Company already controls the management of Bell's Poilite & Everite Company, and with the proceeds of the new issue intend to acquire a further holding in that subsidiary, which will give them full voting control for all purposes.

The increase in capital is to be used to replace capital expended on buildings and plant (now practically completed) for the manufacture of a new combination of "Poilite" and Rubber for the floorings of hotels, houses, offices, factories, etc., and for the production of new, highly finished forms of "Poilite" for decorative work. It is also intended to proceed with the manufacture of Asbestos-Cement Pipes for water-mains, etc.

It is intended to declare a seven months' dividend (from January 1st to July 31st, 1927) on the existing Preference Shares at the rate of 6 per cent per annum, payable in August, 1927, and to pay a five months' dividend (from August 1st to December 31st, 1927) on the existing and new Preference Shares at the rate of 6½% per annum in February 1928.

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ELWOOD J. WILSON

350 Madison Avenue
AT 45TH STREET

New York : : N. Y.

RHODESIAN and CANADIAN ASBESTOS
CHRYSOTILE — BLUE — AMOSITE

The Expert Examination of Asbestos Properties

High-Grade Asbestos Textiles

CARDED FIBRES
YARNS. CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY
NORTH WALES, — PENNA.

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Johns-Manville Corporation. J. P. Morgan & Co., has recently purchased a substantial common stock interest in the Johns-Manville Corporation. Theodore E. Merseles, President of Montgomery Ward & Co., Inc., is resigning that position to become President of Johns-Manville on July 1. George Whitney and Francis D. Bartow, partners in J. P. Morgan & Co., have been elected directors. H. E. Manville, President, will become Chairman of the board.

London vs. New York. Someone has compared wages in London with those in New York, and the figures are rather interesting. For instance a bricklayer in London receives 1/9½ and in New York 7/3; a compressor driver gets 1/5½ in London and 8/- in New York; an iron worker 1/5½ in London and 7/3 in New York; and a plasterer 1/9½ in London and 10/- in New York.

Robert H. Anderson, Vice President in charge of Production, for the Keasbey & Mattison Company, Ambler, has been elected President of the Ambler Trust Company to succeed Richard V. Mattison, Jr., deceased.

Johns-Manville, Incorporated. Figures published by current newspapers, give the net earning of that company for 1926 as $4,272,227, before Federal taxes. The balance sheet shows current assets of $15,708,589 and current liabilities of $3,271,400. Total assets amount of $35,270,616. The property account is carried at $16,680,530.

Herbert A. Hirschfeld, President of the Standard Asbestos Company of New York City, on June 7th married Miss Carroll Frances Mayer, of New York. Mr. and Mrs. Hirschfeld are at present on a tour in Canada.

Asbestos Shingle Tariff Decision. On May 27th, decision was handed down by Judge McClelland of the U. S. Customs Court, granting free entry into the United States of Asbestos Shingles. This decision is the outcome of a suit instituted some time ago by various U. S. importers of Asbestos Cement Shingles from European countries.

Judge McClelland's decision was based on the fact that paragraph 1401 of the 1922 Tariff Law states that "shingles" shall be admitted free of duty, and the importers have succeeded in establishing to the satisfaction of the Customs Court that the term "shingles" has a commercial meaning different from the ordinary or common meaning thereof and that asbestos shingles are included within such commercial meaning.

Undoubtedly the case will be appealed by the U. S. Government to the U. S. Court of Customs Appeals, but the importers believe that Judge McClelland's decision will be sustained by the higher court.

PATENTS

Unburned Refractory Brick. No. 1,616,192. Granted on February 1st, to August Marks, Carteret, New Jersey, assignor to the U. S. Metals Refining Company, Middlesex Co., N. J., a corpora-

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tion of New Jersey, filed May 6, 1926. Serial No. 107,307. Described as an unburned magnesite brick or like refractory composed of a magnesite body material which has been mixed with a stable, siccative oil, molded and dried to hardness.

Winding Machine. No. 1,621,723. Granted on March 22nd, to J. A. Heany, New Haven, Conn., Assignor to Worldbestos Corporation, Paterson, N. J. Filed April 17, 1925. Serial No. 23,760. Description supplied upon request.

Brake Lining. No. 1,622,681. Granted on March 29th, to Edward Slade, New York City. Filed April 16, 1925. Serial No. 23,445.

Described as the method of forming a braking element which includes a lining and a backing and depressing portions of the backing to house portions of the stitches and clinching the ends of the stitches in the lining.

Shingle Machine. No. 1,623,612. Granted on April 5th, to Harry Applin, Ambler, Pa., assignor to the Ambler Asbestos Company. Filed June 16, 1926. Serial No. 116,291.

Described as a mechanism for forming plastic material into plates, slabs and the like, comprising a member having a vacuum chamber forming said plastic material into a unitary mass desired shape, cords associated therewith adapted to remove said mass as a unit while preserving this shape and means whereby a vacuum in said chamber effects the holding of said plastic material to said cords.

Method and Apparatus for Producing Plastic Materials. No. 1,623,631. Granted on April 5th to Richard V. Mattison, Ambler, Pa., Assignor to the Ambler Asbestos Company. Filed March 6, 1926. Serial No. 92,730.

Described as a mechanism for forming a plastic material comprising a drum having an opening therein of a desired shape, vacuum controlled means for holding material to said opening and means whereby varying thicknesses of material may be held to said opening by a substantially constant pressure at the source of said vacuum.

Process of Manufacturing Insulating and Plaster Board from Cornstalks. No. 1,623. Granted on April 5th, to Jas. J. Hinde, Sandusky, O. Filed Nov. 17, 1924. Serial No. 750,479.

Described as the process of manufacturing insulating lumber from cornstalks. Further information supplied upon request.

Method of Classifying Crushed Ore and the Like. No. 1,624,134. Granted on April 12th, to Samuel H. Dolbear, San Francisco, Calif., and Byron L. Eastman, New York City, assignors to the Selective Treatment Corporation Ltd., Montreal. Filed Jan. 5, 1922. Serial No. 527,164.

Described as the method of classifying the crushed material which consists in placing the same into contact with a jet of water, then diverting the course of the jet upwardly into contact with a body of relatively still water and then causing the projected water to yield a part of its load by centrifugal effect.

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Method of Concentrating Fibrous Materials. No. 1,624,163. Granted on April 12th, to Samuel H. Dolbear and Victor Zachert, San Francisco, Calif., assignors to the Selective Treatment Company, Limited, Montreal. Filed Feb. 16, 1921. Serial No. 445,470.

Described as the method of separating fibrous substance into divisions according to length, which includes aerating an aqueous mixture thereof to recover short fibre separately from long fibre.

Lining for Brake Bands and Shoes. No. 1,624,035. Granted on April 12th to John G. Bowman, Kansas City, Mo., assignor to William C. Haseltine, Kansas City, Mo. Filed July 3, 1925. Serial No. 41,430.

Described as a replacement lining for brake bands and shoes comprising a friction facing material and exceedingly thin metal securing elements extended therefrom, adapted to be bent backwardly upon a band or shoe by the use of the hands alone, whereby a lining may be secured in place without use of implement.

Brake Testing Instrument. No. 1,624,219. Granted on April 12th to Charles F. Cowdrey, Fitchburg, Mass. Assignor to Muther Manufacturing Company, Boston, Mass. Filed Feb. 20, 1925. Serial No. 10,522. Further information supplied upon request.

Rectangular Duck & Rubber Packing. No. 1,625,095. Granted on April 19th to C. Restein, Hatboro, Pa. Filed Nov. 4, 1922. Serial No. 599,164. Further information supplied upon request.

THIS AND THAT

Search of the records of the United States Geological Survey seems to indicate that the first Asbestos mined in the United States for commercial use came from Georgia, the depoist being known as the Sall Mountain deposit. The Geological Survey has record of production of Asbestos in the United States as far back as 1880. during which year 150 tons (2000 lbs. each) were produced. We will give a tabulation of U. S. Production from 1880 in some later issue, after our data on discovery and working of deposits in the United States has been properly collated.

No matter how many fliers cross the Atlantic Ocean in the future, Lindbergh will always remain a favorite. He has two possessions which no one can take from him—the achievement of the feat before anyone else, and a personality which has endeared him to everyone. Another great American.

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"If you cannot apply simplification to things you sell, then apply it to the things you buy! Don't buy 15 varieties of bolts if by study you can make one kind of bolt satisfy the 15 uses." The hotel manager who made this statement reduced his cost of items simplified 20% below their former cost, released $350,000 from former inventories and saved $100,000 a year.

Asbestos has been used in the construction of a silencer placed on the ceiling and walls of the train dispatcher's office of the Middle Division of the Pennsylvania, at Altoona, for the double purpose of excluding outside noises and diminishing the echo of noises within. The dispatchers working at the loud speakers find conditions much pleasanter than formerly, the sounds which formerly echoed thru the room now dying away.

The proposed program of the Annual Meeting of the American Society of Heating & Ventilating Engineers, which will be held at White Sulphur Springs, West Virginia, from June 28th to 30th, includes a paper by F. M. Holbrook of Lancaster, Pa., on "How Design and Operation of Heating Plant Compare in an Insulated Office Building" and a discussion of the "Code for Testing Building Insulation."

When things go wrong, as they sometimes will,
When the road you're trudging seems all uphill,
When the funds are low, and the debts are high
And you want to smile but you have to sigh,
When care is pressing you down a bit,
Rest, if you must—but don't you quit.

A New Version

An Irishman and his wife were at the theatre for the first time. The wife noticed the word "asbestos" printed on the curtain.

"Faith, Pat, and what does 'asbestos' on the curtain mean?"

"Be still, Mag, don't show your ignorance. It is the Latin for 'Welcome'."

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Asbestos Prepared Roofing

3 Ply White Seal Asbestos Roofing
4 Ply White Seal Asbestos Roofing
4 Ply Fire Chief Asbestos Roofing, Burlap Center
3 Ply Black Seal Asbestos Roofing
4 Ply Black Seal Asbestos Roofing

These are all mineral products made to withstand the elements and give life time service.

Approved by the Board of Underwriters' for use in fire zones.

Highest quality Roofing manufactured.
First cost your only cost.

Asbestos Built-Up Roofing Felts

Asbestos Asphalt No. 2 Impregnated Felt
Asbescoat No. 67 Base Felt
Asbestos No. 30 Base Felt
Asbestos No. 35 Base Felt
2 Ply White Seal Asbestos Base Felt
2 Ply Black Seal Asbestos Base Felt

H. F. WATSON COMPANY

Manufacturers

CHICAGO BRANCH
5333 S. Western Ave.

Erie, Pa.

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85% Magnesia

Steam Pipe and Boiler Insulation and Locomotive Lagging



The Lightest Weight Steam Pipe and Boiler Insulation Made

That is Structurally Strong and Permanently Effective

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