ASBESTOS

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1927



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THE SERVICE
THE SALES POLICY

Learn to Identify it

By the Distinctive
LABEL
With the Two GREEN BANDS



NORRISTOWN MAGNESIA and ASBESTOS COMPANY

Norristown, Pennsylvania

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... ASBESTOS ...

A MONTHLY MARKET JOURNAL

DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - - EDITOR

PUBLISHED BY

C. J. STOVER

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CHARLES BRAYTON MANVILLE

Saturday, November 26th, marked the passing of another great industrial and asbestos pioneer, Charles Brayton Manville.

Mr. Manville was born in Watertown, N. Y., on December 15th, 1832. He died at Pleasantville, N. Y., in his ninety-fifth year.

As a young man Mr. Manville spent a number of years in the west, conducting various lines of business in Neenah, Wis. Later he joined the army of gold hunters and mined in Deadwood, and still later in Mexico.

It was not until after his fiftieth birthday that he invented and patented the Manville-Sheepwool Felt Covering, and established the Manville Covering Company. This company was afterwards merged into the Johns-Manville Company, which grew under Mr. Manville's leadership to immense proportions.

When Mr. Manville retired some years ago the business devolved upon his three sons, the late Charles R. and the late Thomas F. Manville, and H. Edward Manville, the youngest and today the only surviving son.

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FACT AND FANCY

There's holly in the window, and snowflakes in the air,
There's mistletoe above the door; it's Christmas everywhere
We think of many greetings, all fancy, frilled and new
But a good old Merry Christmas, is the greeting we send you.

The Spirit of Christmas.

What does Christmas mean to you?

To some it is merely a commercial proposition,—a means to make more money.

To some it is the worst period of the year—meaning nothing but hard work and fatigue.

To others it is merely an interruption in money making—a slack period which must be lived thru somehow and made up for later by hard work, when the world gets back to normal.

To many, those who have no home ties, it is a sorrowful period, or a period of gayety assumed to drown memories and regrets.

But to those who live, to those who serve, and to those who love to serve—to those Christmas has its true significance. It is a period to serve—those near and dear to us, those less fortunate than we, those who need help and cheer.

Even those of us who are too busy all year to think much of others, may pause for a few weeks now, and try to give some pleasure to others—not always in the form of money or gifts, but in the form of service.

There are many, many meanings we can give to Christmas.

What does it mean to you?

The Casper Asbestos Shingle Industry.

Casper, Wyoming, is becoming quite enthusiastic, judging from newspaper reports, over the new shingle factory to be erected by Fred Patee, of that town, manufacturer of Asbestos Cement Products. Mr. Patee has manufactured asbestos chimneys for many years.

The Casper Chamber of Commerce has instituted a movement to finance the erection of a small asbestos shingle plant, the project requiring according to Mr. Patee, about

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$5,000. Newspapers optimistically report that Mr. Patee plans to produce three carloads of asbestos shingles a week, with a force of ten men, and figures that he can sell the shingles for $3.00 a square, and make a profit of about $1,000 a week.

The shingles in question do not contain Portland Cement and, according to statement of Mr. Patee, can be "finished, baked and packed ready to ship one day, and shipped the next."

We are endeavoring to obtain information as to the processes, ingredients, etc., employed, and a sample of the material.

Paper and Millboard Simplified Practice.

The United States Bureau of Standards has just issued its Simplified Practice Recommendation No. 19, on Asbestos Paper and Asbestos Millboard (First Revision). Briefly the revised recommendations, which are to be effective from March 1st, 1927, subject to regular annular revision, are as follows:

Asbestos Paper. Weight of Roll - 100 pounds.
50 pounds
Width of rolls - 36 inches
18 inches
Weight per 100 square feet - 8, 10, 12 and 14 pounds
Thickness - 1/16" and 1/8"

Asbestos Millboard. Size of sheet - 42" x 48"
Thickness 1/16", 1/8", 1/4" and 1/2" inch.

The pamphlet, which gives the story of the working out of this simplified practice recommendation, can be obtained by sending five cents to the Superintendent of Documents, U. S. Govt. Printing Office, Washington, D. C.

A Fire Controller.

We are told by our London correspondent that a very useful fire controller consists of a sheet of pliable asbestos attached at one edge of an iron rod. It is useful in a variety of ways. It may be held before the fire to induce a draught to draw it up; if held so as to entirely cover the fireplace, it will damp a fire down, and it may also be used as a spark

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Asbestos Corrugated Roofing and Siding
Asbestos Paper and Millboard
Insulating and High Temperature Cements
Boiler Setting Cement
Asbestos Rope and Wick Packing
Asbestos Gaskets
Prepared Asphalt Roll Roofings
Built-up Asphalt Roofings
Slate Surface Shingles

Waterproofing
Asphalt and Tarred Felts
Waterproof Insulating Paper
Roof Paints
Asbestos Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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screen when a fire is just lighted, or has to be left unattended. And, of course, if a small outbreak of fire occurs, it is just the thing to smother it. The controller is supplied with folding legs if desired.

The Cincinnati Terminal Project.

The tremendous project of uniting passenger and freight terminals in Cincinnati, and so relieve freight congestion, has crystallized from a dream of thirty years into actual fact.

This immense project was conceived and in large part worked out by George D. Crabbs, President of the Philip Carey Company of Cincinnati. It actually began in January, 1923, when Mr. Crabbs was called upon to address the Cincinnati Chamber of Commerce. Mr. Crabbs, however, is not the sort of man who proposes something and then sits back and criticises those who are trying to work it out. Not for a minute. He plunges in, gives of his time, thought and energy without stint, and when it is finally accomplished, happily starts something else.

The work on this Cincinnati Terminal project, which has actually begun, will cost in the neighborhood of $75,000,000. It will relieve the congestion in the Cincinnati freight terminal district and will save millions of dollars worth of time and energy.

Mr. Crabbs has always been interested in community projects, but this is the biggest thing of this kind in years to be put over, and Mr. Crabbs and his associates in the Cincinnati Railroad Terminal Development Company, are being heartily congratulated by their fellow townsmen.

MODERN AIRCRAFT, Design, Construction, Operation and Repair, by Major Victor W. Page, Air Corps, U. S. A., is just off the press, and will go far toward helping the public become "airwise." The volume is scientifically correct, but is written in non-technical language, so that it can be easily understood by the reader of average education.

The book is publshed by the Norman W. Henly Publishing Company, 2 West 45th Street, New York City, and lists at a price of $5.00 net. To anyone interested in the subject of aviation, it is well worth the money.

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Johns-
Manville
CORPORATION

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AN ATTRACTIVE EXHIBIT

The very attractive, interesting and educational exhibit used by the Keasbey & Mattison Company at the Convention of the National Standard Parts Association, held in Cleveland from November 14th to 18th inclusive.

Note that the various steps in the manufacture of Brake Lining are shown.

The wide pieces of brake lining shown at the bottom of the exhibit are Ambler Autobestos Bus Truck Lining, which is much wider and thicker than the ordinary brake lining.

According to trade mark records in Washington, Ambler Autobestos was registered as a trade mark in 1906, meaning that the Keasbey & Mattison Company claims the honor of being the original manufacturers of Asbestos Brake Lining.

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BUY

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AMBLER

ASBESTOS CEMENT

The best industrial Cement for all practical uses, largest covering capacity. : : : :

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Ambler, Pa.

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Eternit Introduces Improvements in Asbestos Cement Corrugated Sheets

Asbestos cement roofing in the form of corrugated sheets is not a new product. It has been on the market for a number of years. Like asbestos cement shingles, it is made of Portland cement and asbestos fibre in approximate proportions of 85% and 15% respectively.

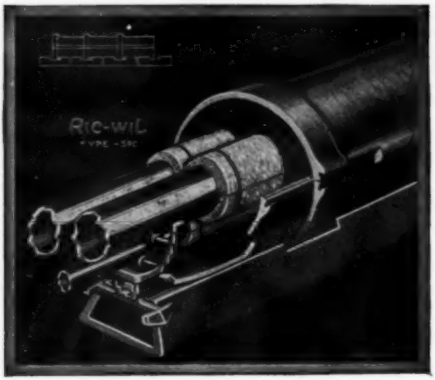
Very soon after the introduction of asbestos cement shingles into this country, the idea was conceived of making this same material in the form of large corrugated sheets suitable for the type of construction in which corrugated iron was at that time generally used.

It was realized that the asbestos cement corrugated sheet, being more durable and at the same time impervious to acid fumes and gases, as well as fireproof and weatherproof, would be an ideal roofing and siding for industrial plants where the corrugated iron had to be renewed every two or three years because it was not able to withstand these unusual conditions. Furthermore, the asbestos sheet would require no painting for preservation and thus would eliminate both the cost of maintenance and frequent replacement.

Naturally, in offering this material in place of corrugated iron, the asbestos cement corrugated sheet was formed to look like the material it was to replace. Both the size of the corrugation and the width of the sheets were patterned after corrugated iron without any particular thought being given to whether this size corrugation was suitable for the asbestos cement material, which was considerably thicker than corrugated iron and decidedly different in structure.

Neither was consideration given to the width, as to whether the width of the corrugated iron sheet was the most economical for the Asbestos cement sheet. The idea was to capture the market then held by corrugated iron and it evidently was thought that less resistance would

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We cooperate with contractors and pipe covering manufacturers. Layouts, estimates, installation instructions, etc., gladly furnished.

The Ric-wiL Co., 1571 Union Tr. Bldg, Cleveland, O.

RIC-wiL

UNDERGROUND CONDUIT

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Producers of

Arizona Asbestos

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Merckhof
HAMBURG
Germany

IMPORT

EXPORT

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be encountered if the asbestos cement sheet resembled the corrugated iron in appearance.

The first asbestos cement corrugated sheets were manufactured with a wire reinforcement embedded in the center. Sheets of corrugated iron were used as forms to shape the asbestos cement sheet. Soon it was found that the wire reinforcement was impractical and that a better result could be obtained in strengthening the sheet by increasing its thickness. The asbestos fibres interlaced and evenly distributed thruout the material by the laminated process, gave the necessary reinforcement and when manufactured in the proper thickness the sheet was found to be quite practical.

For a number of years asbestos cement corrugated sheets were manufactured and sold without thought of the possibility of increasing the efficiency of this type of roofing by changing its form. Then, with the remarkable increase in the popularity of the asbestos cement shingle that has come in the last few years, came a correspondingly increased interest in asbestos corrugated sheets for the roofing and siding of industrial buildings.

A wider sheet was introduced, decreasing the number of vertical laps and consequently effecting a saving in material. Slight changes in the depth and width of the corrugations also came and research work by different manufacturers was started to find out to what extent the asbestos corrugated cement sheet could be improved to increase its desirability.

A corrugated sheet has greater strength than a flat sheet,—the corrugations are the cause of this. It may be argued, therefore, that, logically, the deeper the corrugation, the stronger will be the sheet. This is true to a certain point which, of course, is determined by the practicability of manufacture. Deepening the corrugation meant at the same time widening it, for the material made of Portland cement reinforced by asbestos fibres would be weakened if the bend at the top and bottom of the corrugations was too acute and the fibres were strained or pulled apart at that point. Considerable study has been given to this problem—to get a sheet practical to manufacture, with corrugations as deep as

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possible and of the proper width to allow a sufficiently gradual curve so as not to put too great a strain on the reinforcing web of fibres.

The result of long investigation and experiment along these lines is the introduction by Eternit, Inc., of an asbestos cement corrugated sheet with corrugations 2¼ in. deep and 7 in. from center to center in width. This is a distinct advance over the original corrugation, similar in size to that of corrugated iron, which was ap-



proximately 1 in to 1½ in. deep and from 2½ to 2-5/8 in. wide. The name of this new Eternit sheet is the "Big-Seven," taking its name from the width of the corrugation.

The Eternit Big-Seven asbestos corrugated sheet is approximately ¼ of an inch in thickness and weighs about three and one-half pounds to the square foot when applied. The standard width of the sheets is 38½ in., much wider than the first sheets of this type, which were only 27½ in., similar to corrugated iron.

This wider sheet decreases, as mentioned before, the number of vertical laps required when applying them,

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and incidentally cuts down the amount of material used. The large deep corrugation also effects a further saving in this vertical lap, because it is possible to make a satisfactory weatherproof side lap by lapping the sheets to a distance of only 3½ in., or one half of the width of one corrugation, whereas, it is necessary, in applying sheets with the small corrugation, to lap the sheets two full corrugations, or at least 5 inches. With the Big-Seven sheets, the height of the corrugation makes it impossible for water to back up over the 3½ in. lap and thus a deep joint is effected with less material than could be done with the small corrugation.

Tests of the Eternit Big-Seven asbestos corrugated sheet, made under the supervision of the Robert W. Hunt Company, show that this new sheet has remarkable strength. Placed on purlins of 45 in. centers, the sheet showed a deflection of ¼ of an inch under a load of 1000 pounds. Under a load of 2000 pounds the deflection was 5/32 of an inch and under 3000 pounds the deflection was 5/8 of an inch. The average breaking load over this 45 in. span was 3175 pounds, or 263.92 pounds per square foot.

What this actually means in the way of strength is better illustrated by the accompanying photograph showing an Eternit Big-Seven corrugated asbestos sheet supporting ten men over a 66 in. span. This great span is not recommended by the manufacturer for ordinary use, but the test was made to show the resistance of the sheet under an extreme condition.

Eternit, Inc., has also devised a new patented method of fastening the sheets, which eliminates the necessity of putting any holes thru the sheets themselves, makes it possible to do the work of application entirely from the top surface of the roof, eliminating scaffolding underneath, and in this way greatly reduces the labor cost.

Improvements such as these cannot but react favorably on the entire asbestos cement roofing market and will undoubtedly tend to greatly increase the general use of this incomparable material for the roofing and siding of industrial buildings.

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A New Brake Lining List

The following standard list for Brake Lining was announced and put into effect on November 15th by one of the larger brake lining manufacturers.

The list represents, we are told, a carefully considered opinion of the executives of that Company, as the list best calculated to give to the manufacturer, jobber and retailer of brake lining, adequate returns in the face of advancing costs.

PRICE PER LINEAL FOOT

Widths	THICKNESSES 1-8	5-32	3-16	1-4	5-16	3-8
1"	.45	.50	.55	.75	.95	1.10
1¼"	.55	.60	.65	.90	1.10	1.35
1½"	.65	.70	.80	1.00	1.30	1.55
1¾"	.75	.80	.90	1.20	1.50	1.80
2"	.90	.95	1.00	1.35	1.65	2.00
2¼"	1.00	1.05	1.10	1.50	1.90	2.25
2½"	1.10	1.20	1.25	1.70	2.10	2.50
2¾"	1.20	1.30	1.40	1.85	2.30	2.75
3"	1.30	1.40	1.50	2.00	2.50	3.00
3¼"	1.40	1.50	1.65	2.20	2.70	3.25
3½"	1.50	1.60	1.75	2.35	2.90	3.50
3¾"	1.65	1.75	1.90	2.50	3.10	3.75
4"	1.80	1.90	2.00	2.70	3.30	4.00
4¼"	1.90	2.00	2.10	2.85	3.55	4.25
4½"	2.00	2.10	2.20	3.00	3.75	4.50
4¾"	2.10	2.25	2.35	3.20	3.95	4.75
5"	2.20	2.40	2.50	3.40	4.20	5.00
5½"	2.40	2.60	2.75	3.70	4.60	5.50
6"	2.60	2.80	3.00	4.00	5.00	6.00

Comparison of this list with the old list will indicate a general advance of 10% in addition to other increases on various sizes for the purpose of bringing the list into better proportion. In other words, the mathematicians who compiled this list quite evidently took costs of producing various sizes, brought them into proportion in the old list and then added approximately 10% to arrive at the new list.

This new list has been freely commented upon thruout the trade and in all probability will be adopted by a number of other brake lining manufacturers; in fact from information we get from various sources,

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ASBESTOS

Canadian Crude
Russian
White Rhodesian
Yellow or Blue
South African

ASBESTOS LIMITED
8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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practically all of the larger brake lining manufacturers and a majority of the smaller ones, have announced their intention to use this list, effective January 1st, 1928.

Blue Asbestos Mine Development

C. J. N. Jourdain, the Inspector of Mines for the Cape, in his last Annual Report, wrote of the probable large development in the near future of the blue asbestos properties in South Africa. The development of these properties which have been long known to exist, has previously been somewhat neglected owing to the greater lure of diamond, gold and latterly of platinum, but are now attracting more attention, probably as a result of the greater publicity which blue asbestos has received since the participation of the Union in the recent Wembley Exhibition held in London.

Mr. Jourdain goes on to say: "I am glad to record that men of substance and having mining experience, are interesting themselves in the possibilities of blue asbestos. The demand today exceeds the supply, and when one considers that this demand has been created because of certain special properties natural to the mineral, then one correctly draws the conclusion that the demand will remain an insistent one. Unless, however, production is forthcoming to satisfy this demand, then one fears that Science may aid Industry and discover a substitute, to the detriment of this great field and resource of the Union. Because of this possibility I am, with the assistance of the Chairman of the Board of Trade, trying to organize the production, grading, marketing, etc., of this mineral on some co-operative outline."

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

TAPE
AND LISTINGS
Write For Samples and Prices
ATLAS ASBESTOS CO.
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The Distribution of Asbestos

VII. Competition

It would not be logical to discuss distribution in all its phases, without a chapter on competitive conditions. It must be remembered, however, that competition does not always refer to price, but for the purposes of this discussion, to substitution of other materials.

To date no material has been discovered, or invented, which directly competes with asbestos in a general sense. Whether one ever will be found, is a question not so easy to answer as some may suppose. Today, when tremendous advances are being made in the chemical field, it behooves not any of us to pass the question by lightly, with the remark that "a substitute for asbestos is impossible."

As it profits all industry to be on the alert for the constantly changing conditions in the industrial world, so it will profit the Asbestos Industry to so promote the uses of their product, and so improve its finished products, that no substitute will be sought with any great zeal by chemists or others.

There are, in the asbestos industry, as in all others, several kinds of competition:

First, competition between two materials practically the same in quality, construction or whatnot. A good example of this, perhaps is Air Cell Covering. We do not believe we have ever heard any manufacturer claim that his air cell is better than anyone's else, for the simple reason that all air cell covering is made practically the same, and it appears that so far no one has discovered any improvement upon the presently made material. The competition in this case would therefore probably be one of price, or friendship, or service, or delivery, or some other factor which in no way affects the product itself. The alert salesman can always find a good argument and some he advances are really a credit to the sales fraternity. An instance came to our notice not long ago. There is a commodity made by several firms in the asbestos industry, which shows few points of difference between the various

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SHINGLE STOCKS	SHORTS
PAPER STOCKS	FLOATS

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Beaver Mines	Consolidated Mines
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Asbestos Mines, East Broughton

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Phillips Square - Montreal

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THETFORD MINES

Quebec, Canada

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makes. It is a well known fact, however, that the material made by one of these firms is somewhat lighter in weight than the others. The salesman immediately seized upon this as an argument, for of course the lighter the weight, the less the freight charges. It is quite possible that the salesman for the heavier material found equally effective arguments for the heavier weight.

The second class of competition is that between two materials used for the same purpose but made by different processes, or treated in various ways which would tend to give each material advantages or disadvantages over the others. Brake Lining is a good example in this class, or the several high pressure insulation materials. The brake lining field has always been the source of real competition as to merit. From the first, brake lining has been subject to a vast number of experiments. Possibly no two treatments given the woven tape, are exactly alike, and certainly some of them differ very widely from others. Likewise there is competition between the folded and stitched type of lining and the woven type, and as there are advantages on both sides, this sort of competition is interesting and wholesome. Advertising to large extent decreases competition and the largest advertiser is likely to get the bulk of the business simply because his name or the name of his product is better known to the public.

The tendency of late years in many lines of business, has been to advertise in group form, and increase the use of the product in general rather than that of any particular manufacturer. The law of average steps in here and divides the resulting increase in sales rather equally among the participating advertisers. Meaning that if before group advertising was engaged in, one manufacturer was getting about a quarter of the business, another a half and each of the rest an eighth, the same proportion generally holds after the group advertising showed increase in sales.

Another interesting instance of competition between two materials used for the same purpose, is in the asbestos cement shingle line. Recently competition existed between the shingle manufacturers because one made a thick butt shingle, another advertised a tapered one, one advocated the use of mixed colors (and some of the resulting color ef-

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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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fects were very beautiful and others startlingly ugly) and so on, the various types and colors contributing quite a bit of interest to the zest of competitive selling regardless of the price factor. Or we might mention the competition between the various forms of packing, the discussion of which subject could occupy many pages.

Then we must consider the third kind of competition —the competition of an asbestos product with a similar product not in the asbestos line. For instance, the competition of asbestos shingles with slate, tile, ready roofing, tin, wooden shingles, etc. Or the competition between asbestos theatre curtains and steel curtains; or between asbestos gaskets and metallic ones, and so on. Of course there is always a potential competition between an asbestos product and one devised to take its place which, as mentioned before, necessitates an alertness on the part of all asbestos manufacturers. It is easier to combat the competition which you know exists, and can see and handle, than a potential competition of which you may know nothing until it strikes out of thin air.

For a hypothetical instance, let us suppose that insulation would suddenly find itself without a market because of some contrivance, electrical or otherwise, which would transmit heat without the use of pipes. Wildly visionary, perhaps, but no more so than the thought of each family making its own ice, a few years ago.

Lastly, there is the competition of an asbestos product with some other totally different product used for an entirely different purpose, the discussion of which really resolves itself into a discussion of competition between one luxury and another. To illustrate, a man may need insulation on his heater pipes, and he may also desire a new radio. Perhaps his income is not sufficiently elastic to include both —or he thinks it isn't. He must decide on the one or the other, and we fear, in nine cases out of ten, the radio salesman would get the business.

Manufacturers might be surprised to learn of the number of vastly different products which their materials compete with. Sometimes it is even impossible for the salesman himself to know that when he is trying to sell a man an asbestos shingle roof, he is not only competing with the

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Asbestos Yarn Machinery

We wish to call to your attention that we can supply asbestos yarn manufacturers (and have for many years) the following machines:—

Automatic Card Feeds

Breaker and Finisher Full Roller Cards

Camel Back Feeds

Derby Doublers

Condensers

Spinning Frames

Ring Twisters

Flyer Twisters

WHITIN MACHINE WORKS
Whitinsville, Mass.

Charlotte, N. C. **Atlanta, Ga.**

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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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ready roofing which the man finally buys, but with an open fireplace in the living room, or a certain type of electric fixture for the dining room, or even perhaps with some new furniture, which the man can have if he decides on the cheaper roofing material.

Safety Code for Brake Testing

A safety code for automobile brakes and brake testing has been developed under the sponsorship of the American Automobile Association and the Bureau of Standards, and has now been approved as a Tentative American Standard by the American Engineering Standards Committee. It provides, in the first place, that all motor vehicles shall in future be equipped with independently operated brakes; that is, with brakes either entirely separate or so arranged that no mechanical part which is likely to fail is common to the two.

It is required that the foot brake be capable of stopping the vehicle within a distance of 50 feet when proceeding at the rate of 20 miles an hour, and the hand brake within a distance of 75 feet at the same speed. The code also provides methods of making actual service tests of brakes.—Reprinted from the November Journal of the National Safety Council.

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

We are in the market for
RHODESIAN AND CANADIAN ASBESTOS
Chrysotile — Blue — Amosite
E. GROSS & CO., Inc.
Hartford, Conn. (Main Office)
200 Fifth Avenue, NEW YORK CITY

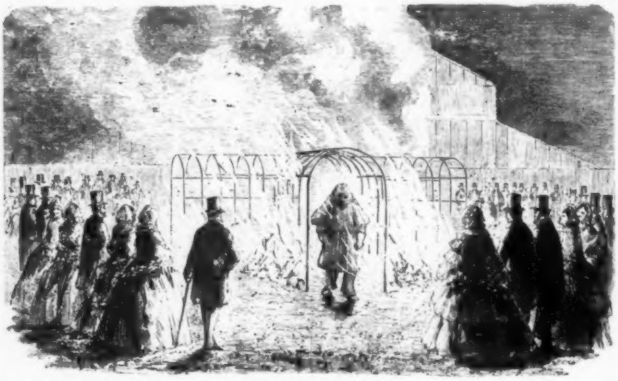
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The Italian Salamander

(This story, and the accompanying illustration, have been reproduced from the September 18th, 1858, issue of The Illustrated London News, copy of which has been sent to us by Cresswell's Asbestos Company, Limited, Bradford, England.)

Christofero Buono Core, the foreigner who has, under the above title, exhibited himself for some time past in the Ashburnham grounds of Cremorne, appears in England to test the advantages of a dress which is stated to be impervious to fire, and which will preserve the body though in actual contact with flame.

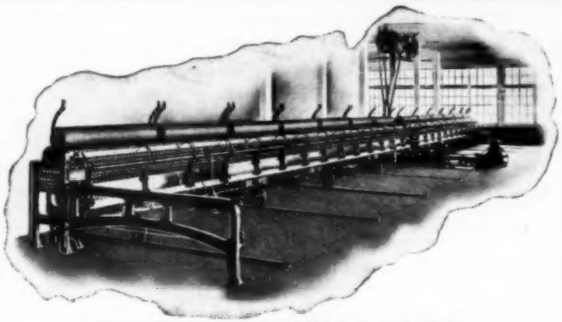
The mode of proceedings adopted by the exhibitor is as follows: Two iron cages are framed to intersect each other, about fifteen feet long, by seven feet high, but only three feet wide, with four openings or doorways. These he completely surrounds and covers with light brushwood,



which is fired; and, when the whole becomes as it were one body of flame, he cooly enters, traverses the several narrow burning avenues, passing in and out at each opening with apparent ease, and perfectly unharmed.

During the period the performance takes place the heat of the fire is so great that none of the visitors can approach within a distance of thirty feet, and then only by partially shading the face. The public are not in any way restricted

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Extra Heavy Pattern High Speed Mule

JOHNSON & BASSETT, Inc.

WORCESTER, MASS.

Spinning Machinery Specialists

1870—1928

Leaders in the manufacture of Mules for the most efficient handling of asbestos yarns.
Special equipment for this line of work.
Practically all asbestos plants manufacturing yarns are using our Mules.
Maximum production and even, uniform yarn guaranteed.

SERVICE FEATURES

Large force of skilled and thoroughly trained service men.
Spindle Plant for the manufacture of high grade spindles for all makes of Mules, also other textile machinery.
Motor drives for new Mules or older equipment.
"Special Dressed" Mule Rope made of the finest quality of cotton yarn.
Spindle Banding of exceptional quality.
Spools and bobbins, designed particularly to meet conditions required.
Paper tubes of special design for use with heavy spindles.
Our entire organization is anxious to serve our customers to the best of our ability. We solicit correspondence in regard to your spinning room problems.
We are also manufacturers of high grade Pantographs and Bobbin Winders.

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as to examination or point of sight, so that no deception can be practiced; and it would appear that M. Core has proved what he has asserted "that life and action can be maintained without injury in the midst of fire."

The exhibitor has served in the Neapolitan army, and has spent much of his time in Egypt where his attention was drawn to considerable loss of life and property from fires which appeared to him to admit of a remedy. Repeated experiments during four years resulted in a success for which he was very handsomely rewarded by Said Pacha; but, becoming involved in political intrigues, he was necessitated to take refuge in England, where he seeks to benefit by an invention which certainly seems calculated to be of considerable importance.

The dress is of a light, portable material, made in sack-like form, over a portion of which is worn a kind of hood, with glasses to shelter the eyes.

Work diligently eight hours a day and don't worry. Then in time you may become a boss and work twelve hours a day with all the worry.

"Wiederholdt" Radial Tile Chimneys
Batch Bins and Cooling Towers
Erected Complete, North or South America
Prompt Quotations
STONE INDUSTRIAL EQUIPMENT COMPANY
BOSTON 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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ASBESTOS



This page devoted each month to the discussion of brake lining activities by the Asbestos Brake Lining Association

The Asbestos Brake Lining Association is pleased to announce an addition to its membership. The application of the Asbestos Manufacturing Company of Huntingdon, Indiana, was unanimously passed on at the last meeting of the Association on November 22nd.

The annual meeting is scheduled for Wednesday, December 14th, at the Old Colony Club, Waldorf-Astoria Hotel, New York City, at which time the election of new officers will take place.

About seventy-five per cent of the specifications for clutch facing and brake lining requirements on the new 1928 cars has been received for the next edition of the Data Book. The Association is making a special effort to have this book reach the trade much earlier this year than previously and as soon after the first of the year as possible.

A very interesting talk was given by Alvin E. Dodd, of the Chamber of Commerce at the last meeting of the Association, on the co-operation of the Chamber of Commerce of the United States and the Federal Trade Commission with many industries in an effort to help them solve their problems. After a general discussion on this subject a special committee was appointed to work with the Federal Trade Commission in this connection. The committee is composed as follows: A. W. Koehler, of the Asbestos Textile Co., J. T. Spicer of Johns-Manville Corporation, M. F. Judd of the Raybestos Company, H. W. Kelsey, of the Russell Manufacturing Company, J. M. Weaver (ex-officio) of the Keasbey & Mattison Co., W. J. Parker, Chairman.

AUTOMOBILE PRODUCTION

The October production of automobiles in the United States and Canada totalled 229,083—221,292 in the United States and 7,791 in Canada. Of this total number 191,942 were passenger cars and 37,141 trucks. This compares rather unfavorably with the September production of 268,726, and with the production of October 1926, of 343,812.

The total production of automobiles for the first ten months of 1927 was 3,242,289; for the same period in 1926 3,992,580.

Ford's production figures will no doubt increase the general total to an extent that may make 1927 compare favorable with 1926 after all.

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CONTRACTORS AND DISTRIBUTORS PAGE

THE PHILADELPHIA BOARD OF TRADE

Our readers will probably recall a recent announcement in "ASBESTOS," of the establishment of an Asbestos Board of Trade in New York City.

Previous to that announcement, however, the Philadelphia Shops had established a Board of Trade, which is operating today with ten of the leading covering shops as subscribers.

These ten are the Aetna Asbestos Insulating & Roofing Company, Philip Carey Company, M. P. Doud, Ehret Magnesia Mfg. Company, A. H. Green, Johns-Manville Corporation, Keasbey & Mattison Company, Krewson Asbestos Company, John R. Livezey, and the Philadelphia Asbestos Company.

The headquarters of the Board are located at 1200 Schaff Building, 15th & Race Streets, with John M. Borden, a Covering Estimator of wide experience, as Manager.

The principal functions of this Board of Trade are to secure from Engineers and Architects, a correct interpretation of specifications and plans, and to furnish all its subscribers with an accurate scaling, from drawings, of quantities of piping and apparatus to be insulated on Heating, Ventilating, Plumbing and Refrigeration work. Then the covering houses make up their bids from the measurements furnished.

Centralizing this work has enabled covering shops to reduce their overhead thru a reduction in the number of estimators, while plumbers and fitters are directly benefitted in securing promptly dependable covering bids for the compilation of their proposition.

This Board of Trade also furnishes its subscribers with quantities of piping taken from the iron.

The old system of the estimators of the various shops making their own interpretation of specifications and plans, frequently led to mistakes, and was the cause of bids going out which meant a loss to the Covering Contractor if he was obliged to take the contract at the price quoted. Mistakes of this kind have been harmful to the trade, and the correction of this fault has already proven itself a real benefit to the fitter, as well as the covering contractor.

To the fitter, the Board of Trade wishes to emphasize the

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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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fact that it is not its function to make up any *price*, all bids being made up by the shops quoting on the respective jobs.

The fact that covering shops, under the centralization plan of taking off jobs are enabled to get prices in the hands of fitters more promptly, and can at the same time, estimate on a larger volume of business, shows the service to be of inestimable value.

EDITOR'S NOTE: If other cities contemplate establishing Boards of similar nature, it might be of interest for them to address the office of "ASBESTOS" questions concerning details of operation, etc.

WAGE NOTES

Louisville, Ky. There is no agreement in existence with the Asbestos Workers in Louisville, Ky., at the present time. Sometime ago the Pipe Coverers requested an advance to $1.37½ per hour, which was not granted. Those who employ Pipe Coverers in Louisville have offered and are now paying $1.25 per hour without agreement.

BUILDING STATISTICS

October shows a substantial increase over September, residential buildings showing the highest rate of increase.

Contracts awarded in September covered 16,234 projects, 67,740,500 square feet of floor space, with a valuation of $521,611,000.

In October contracts were awarded for 16,642 projects, 76,352,800 square feet of floor space, with a valuation of $562,815,800.

For the first ten months in 1927 the total of contracts awarded was 156,893 projects, with 717,574,700 square feet of floor space and a valuation of $5,359,297,900. For the same period in 1926 the figures were 140,251 projects, 641,221,900 square feet of floor space, valuation $5,356,506,000.

POWER PLANT EQUIPMENT
Ventilation and Refrigeration Machinery
Bought and Sold
STONE INDUSTRIAL EQUIPMENT COMPANY
Boston SPRINGFIELD, MASS. Brooklyn

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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**

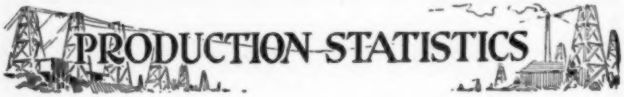
The Cape Asbestos Co Limited

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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Africa—Rhodesia. (Rhodesia Chamber of Mines)

Bulawayo District.	Aug. 1927. Tons (2000 lbs.)	Value
Biltong (Vukwe Asb. Syn. Ltd.)	15	£300
Nil Desperandum & Sphinx (Afr. Asb. Mng. Co. Ltd.)	736	16,577
Norma (F. E. Dunsmuir)	30	600
Pangani (J. S. Hancock)	33	449
Recompense (D. M. Reid) adjust Nov. 1926		60
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	976	19,522
Lomagundi District.		
Ethel (Union & Rho. Tr. Ltd.)	48	952
Victoria District.		
Gath's (R. & Gen. Asb. Corp. Ltd.)	860	17,207
King (R. & Gen. Asb. Corp. Ltd.)	308	6,155
	3,006	£61,882
Gath's		5,810
Deduction overdeclared on adj. to 3/31/27		
	3,006	£56,012
August 1926	3,294	£62,349

Africa—Union of S. Africa. (Dept. of Mines & Industries)

Figures given in our November number, covering production in Union of South Africa, Transvaal, were transposed, so far as the Chrysotile and Blue were concerned. Production of Chrysotile in the Transvaal for July was 1,621 tons, valued at £25,101, while the Blue Production was 11 tons, valued at $82. Our readers should make this correction in their copy of November "ASBESTOS."

	Aug. 1927 Tons (2000 lbs.)	Value
Transvaal (Amosite)	534	£5,363
(Chrysotile	1,254	19,918
(Blue)		326
Cape (Blue)	440	12,004
	2,228	£37,611
August 1926	1,598	£21,050

Cyprus (Cyprus Trading Corporation, Ltd.)

October 1927	1,450 tons (2240 lbs.)
October 1926	920 tons (2240 lbs.)

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THE CYPRUS ASBESTOS COMPANY
LIMITED

announce the erection in Cyprus of an extensive plant for the manufacture of

ARTIFICIAL STONE

in the form of bricks, blocks, etc.

These bricks and slabs are manufactured under high pressure from carefully graded and tested material. They are uniform in size, have a guaranteed crushing strength, and are entirely suitable for all forms of building construction.

The bricks are of British standard size (9 in. x 4½ in. x 3 in.) and the blocks are 18 in. x 9 in. x 4½ in.

Those interested in building operations in Egypt, Palestine, Syria or adjacent territories are invited to communicate with the sole selling agents:—

CYPRUS TRADING CORPORATION
LIMITED

P. O. Box 73, Nicosia, Cyprus, or
49, St. James's Street, London. S. W. 1.

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MARKET CONDITIONS

General Business.

No one seems greatly satisfied with the general tone of business.

Unemployment is a fair cause for worry, for not only does it mean that those industries in which unemployment occurs are dull, but that just so much purchasing power is lost by other industries.

The unusually warm weather being experienced in many parts of the United States, results in continuance of building, and good business in some lines; but on the other hand discourages the coal dealer, the clothing manufacturer, and many other industries whose best season is from November to March.

Ford's new car, which was shown for the first on December 1st, practically all over the world, has at least put an end to the suspense in the automotive industry. The car, however, exceeded all expectations, and the price was much lower than expected. Undoubtedly the new Ford will prove to be a serious competitor to other light

ASBESTOS S.V.K. ST. NICHOLAAS-W. CEMENT

TRADE MARK

ASBESTOS-CEMENT
SHINGLES
CORRUGATED
SHEETS
AND LUMBER,

ARE USED EXTENSIVELY BY THE BELGIAN RAILWAY AUTHORITIES & WAR DEPARTMENT. THIS IS PROOF OF THEIR QUALITY.

L. Scheerders-Van Kerchove,
St-Nicholas-Waes
Belgium

QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

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weight cars, and may result in either lower prices or better value in those lines.

Building reports indicate substantial increase so far in 1927 over 1926.

Asbestos—Raw Material.

In the Asbestos market, prices are fairly steady, demand most satisfactory. Canadian authorities believe that 1927 shipments will equal those of 1926, but the average prices of all grades of fibre should be somewhat higher.

Our market comments last month told of quotations being made by one Canadian producer of $650 for No. 1 and $400 for No. 2 (our figure of $500 for No. 2 was in error.) While there have been such prices quoted, and perhaps some sales made at those prices, it must be remembered that the great bulk of Canadian Crude produced during 1928 will be furnished to consumers both in the United States and abroad at $575, and $375 per ton for No. 1 and No. 2 respectively, while there are still a number of contracts running and overlapping into the next year, of $525 and $325, and, in isolated cases, even at lower prices than these. Besides which, South African and Russian Chrysotile has been sold on contract at still lower figures.

Manufactured Products.

In almost every line we see good volume, and a tendency toward firm prices.

Insulation shops are busy.

Paper manufacturers show good volume.

Brake Lining demand is good.

More and more interest is being shown by the public in Asbestos Cement Products, and while three new shingle plants have recently been built and will be in operation by the time this reaches you, manufacturers believe that the rapidly increasing demand will have no trouble in consuming the production.

All in all the Asbestos Industry is more fortunate than most.



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The Credulous Salesman

We have been hearing a lot recently about the "credulous" salesman—the salesman who believes everything he is told.

Not very long ago a certain salesman for a certain commodity, was given a chance to quote on a lot of material. He did so, giving a price about in line with the current market. He was told by the buyer, that the material could be *bought at better advantage* from one of his competitors.

Immediately the salesman jumped to the conclusion that the buyer had a *better price*. And without any consideration at all, without getting an opinion from his home office, or even his immediate superior he cut his own price.

It developed later that the *"advantage"* the buyer referred to was not an advantage of price, but concerned a friendship between the heads of the two companies, which made it advantageous to both concerns to give their business to one another. The cut price, therefore, did not get the salesman the business, but only planted in the mind of the buyer the thought that the material could possibly be bought for less money than he was paying. And worse still, demoralized to that extent the market for that particular commodity, reacting on other sales the salesman made in the same territory.

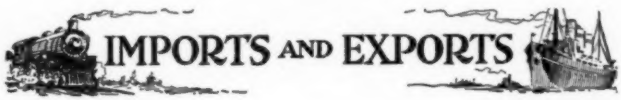
The buyer was really not to blame. He was only trying courteously to "let the salesman down easy," instead of bluntly telling him the circumstances.

It may be necessary in some cases to cut prices to get business, but there are a lot of things to be considered before doing so.

In any case it might at least be wise to get real knowledge of the actual conditions before giving away a couple of hundred dollars for which nothing is received in return.

By proclamation on November 10th, the President of the United States increased the rates of duty on crude and caustic magnesite; crude magnesite being increased from 5/16c to 15/32c; caustic calcined magnesite from 5/8c to 15/16c.

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Imports into U. S. A.

Unmanufactured Asbestos.

	Oct. 1926 (2000 lbs.) Tons	Value	Oct. 1927 (2000 lbs.) Tons	Value
Africa (Br. S.)	136	$ 21,246	279	$ 47,355
Africa (Port. E.	174	39,190	...	...
Austria	...	...	1	14
Belgium	...	...	59	8,986
Canada	19,293	612,198	20,204	636,558
Germany	11	2,751	85	23,401
Italy	1	210	...	...
United Kingdom	51	12,766	7	1,369
	19,666	$688,361	20,635	$717,683
Tabulation of Crude only:				
Africa (Br. S.)	69	$14,779	279	$47,355
Africa (Port. E.)	165	37,640	...	...
Canada	483	118,028	388	90,686
Germany	11	2,751	85	23,401
Italy	1	210	...	...
United Kingdom	51	12,766	7	1,369
	780	$186,174	759	$162,811

The balance of the material imported during October 1927, consisted of the following: Mill Fibre—from Belgium, 59 tons, valued at $8,986; from Canada 6,480 tons, valued at $336,809.

Lower grades, from Austria, 1 ton, valued at $14; from Canada, 13,336 tons, valued at $209,063.

Manufactured Asbestos.

	October 1926 Pounds	Value	October 1927 Pounds	Value
Yarn—				
United Kingdom	20,277	$ 6,774	38,206	$ 13,960
Fabrics, Woven—				
United Kingdom	3,940	3,354	2,369	2,670
Packing, Fabric—				
Canada	1,094	57	...	...
Switzerland	27	79	...	...
United Kingdom	1,492	1,353	2,551	704
	2,613	$ 1,489		

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	October 1926 Pounds	October 1926 Value	October 1927 Pounds	October 1927 Value
Packing, Not Fabric—				
Canada	...	...	3,200	138
France	...	...	1,630	770
Germany	4,366	947	4,423	1,281
Switzerland	100	61	...	...
United Kiugdom	30	27	7,144	2,199
	4,496	$ 1,035	16,397	$ 4,388
Paper and Millboard—				
France	...	...	3,400	157
Shingles, Slate, Wood or Lumber—				
Belgium	8,308,454	$115,309	44,100,562	$563,539
Canada	51,570	2,094	3,648	209
France	339,639	5,902	223,231	3,278
Germany	535,429	9,123	201,424	4,151
Netherlands	499,535	9,209	117,503	1,975
	9,734,627	$141,637	44,646,368	$573,152
Asbestos Cement—				
Belgium	...	...	300	20
Canada	...	...	21,900	1,772
Italy	118,330	2,617	...	...
Other Manufactures—				
Austria	...	...	313	421
Canada	1,405	93	833	151
Germany	174,200	3,223	350	204
United Kingdom	4,509	2,557	6,267	664
Switzerland	184	51	...	...
	180,298	$ 5,924	7,763	$ 1,440
Grand Total	*10,064,581*	*$162,830*	*44,739,254*	*$598,263*

Exports from U. S. A.

Exports of Unmanufactured Asbestos for the month of September 1927, amounted to 57 tons, valued at $6,991, as compared with September 1926, when 4 tons, valued at $182, were exported. (Ton—2240 lbs.)

Exports of manufactured asbestos goods:

	September 1926 Pounds	September 1926 Value	September 1927 Pounds	September 1927 Value
Paper, Mldbd. & Rlbd.	150,769	$10,985	39,412	$ 4,920
Pipe Covg. & Cement	398,006	18,580	436.617	18,097
Textiles, Yarn & Pkg.	137,747	72,672	105,223	60,990
Brake & Clutch Lin'g.	112,108	79,699	40,574	26,407
Magnesia & Mfrs. of.	502,267	25,617	416,036	23,933
Asbestos Roofing	5,950 sqs.	33,164	2,860 sqs.	34,430
Other Manufactures	104,057	21,076	282,606	23,869

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Exports of Raw Asbestos from Canada.

	October 1926		October 1927	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	1,220	$ 81,998	668	$ 48,311
United States	7,560	442,787	6,990	427,917
New Zealand	...	...	2	130
Australia	85	6,450	...	...
Belgium	250	19,800	100	6,500
France	980	61,450	585	39,125
Germany	1,003	70,350	1,629	123,100
Italy	388	21,038	236	16,625
Japan	503	23,750	1,150	60,700
Netherlands	341	26,505	135	14,000
Total	12,330	$754,128	11,495	$736,408
Sand and Waste—				
United Kingdom	60	1.110	125	3,125
United States	12,906	196,575	12,051	179,427
Belgium	...	...	60	900
Germany	240	4,200	310	5,650
Italy	33	825	...	...
Japan	...	...	25	562
Netherlands	118	2,950	200	4,700
Total	13,357	$205,660	12,771	$194,364
Grand Total	*25,687*	*$959,788*	*24,266*	*$930,772*

Imports and Exports by England.

Imports of Raw Material.

	October 1926		October 1927	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Rhodesia	703	£21,309	1,397	£44,042
From Canada	1,128	18,662	995	17,410
Frmo Other Countries	906	23,930	688	16,630
	2,737	£63,901	3,080	£78,082
Re-Shipments	320	£11,940	605	£20,578
Exports of Manufactured Asbestos Goods:				
To Netherlands	64	5,012	82	6,359
To France	43	6,695	42	6,330
To U. S. of America	22	4,688	14	2.395
To British India	529	15,741	758	16,950
To Australia	46	7,692	38	4,925
To Other Countries	2,146	71,707	1,127	60,221
	2,850	£111.535	2,061	£97,180

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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month includes R. L. Clark, Manager, Clark Asbestos Company, Cleveland, Ohio., whose birthday date is December 22nd; W. H. Huber, M. D., President of the Asbestos Fibre Spinning Company, North Wales, Pa., December 22nd; Matthew J. Fitzgerald, Treasurer, Standard Asbestos Mfg. Co., Chicago, Ill., December 27th; Fred A. Mett, President, Powhatan Mining Corporation, Woodlawn, Baltimore, Md., December 29th; Richard B. Engle, Secretary and Treasurer, Crandall Packing Company, January 3rd; and Warren Car-Skarden, President, Argo Asbestos & Rubber Corporation, Pittsburgh, Pa., January 7th. To all these gentlemen we extend hearty birthday greetings.

A. K. Burgstresser, President, Norristown Magnesia & Asbestos Company of Norristown, Pa., has recently returned from a trip to Bermuda.

S. J. Donovan, Manufacturer of Steam and Hydraulic Packings, at 310-16 Patterson Street, Chester, Pa., has opened a Philadelphia Office at 222 Chestnut Street.

Harry Paul Barnes, for many years Assistant Treasurer of Keasbey & Mattison Company, passed away on Saturday, December 10. Mr. Barnes had been spending some time with his son, H. Paul Barnes, in Kansas City, where he was taken ill. The funeral was held on Wednesday, December 14, at the Oliver Bair Undertaking Parlors, Philadelphia.

Henry F. Miller on December 1 took full charge of the Philadelphia Branch office of Keasbey & Mattison Company. Mr. Miller was formerly Assistant Manager of the Philadelphia office and has been connected with Keasbey & Mattison Company and the asbestos industry for six years.

David Tumpeer, Secretary of Wishnick-Tumpeer, Inc., Chicago, Ill., has returned from a vacation at French Lick. Joe Tumpeer has now fully recovered from his recent surgical operation. Wishnick-Tumpeer Inc., are selling agents for products of the Ehret Magnesia Mfg. Company, Valley Forge, Pa.

The Garlock Packing Company of San Francisco, Calif., writes us that three of their employees have been connected with their office for long terms. They are H. M. Hyde, 28 years; C. D. Allen, 25 years; and J. Hepburn, 21 years. All three are still in the harness and "going strong."

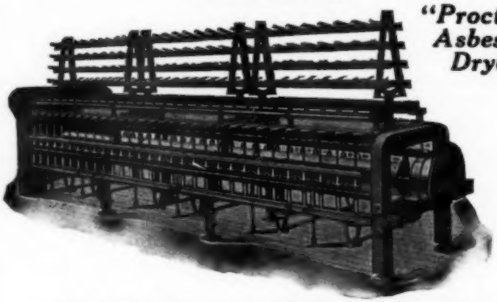
Johns-Manville, Corporation. John T. Spicer has recently been appointed manager of the general automotive division of Johns-Manville Corporation at Manville, N. J. Mr. Spicer was general sales manager of the Thermoid Rubber Corporation of Trenton, N. J., for eight years, but latterly has been connected

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with the New York Office of Johns-Manville Corporation.—India Rubber World.

The General Electric Review, published by the General Electric Company at Schenectady, N. Y., has printed in its November issue, an article by N. R. Stansel, under the title "Industrial Electric Heating."

Readers of Asbestos may be interested in reading this article, particularly that portion dealing with Heat Insulation.

The National Magnesia Manufacturing Company, on December 1st, removed its general offices located at 544 Market Street, San Francisco, to its factory at Redwood City, California. The post office address is P. O. Box 57, Redwood City, Calif.

Rhodesia Asbestos & Chrome Syndicate, Ltd., while doing protection work on the Glen Loch chrome claims, discovered a deposit of asbestos slip fibre of good texture, and the occurrence is now being developed.

Development work has been going on at the Wynne's Asbestos Mine for protection purposes, but with the increasing demand for Rhodesian asbestos and the good quality of the fibre produced at Wynne's Mine, it is possible that active production will be started at this mine within a short time.

"The How, What and Why of Raybestos" which appears in the most recent issue (Vol. 7, No. 4 and 5), of the Silver Edge, a house organ published by the Raybestos Company, gives a very good description of asbestos, its formation, early history, and finally manufacturing processes, which result in Raybestos Brake Lining.

"Asbestos in 1926" by B. H. Stoddard, has just been published by the Bureau of Mines, of the United States. It contains a general resume of the production, import and export, etc., of Asbestos in the United States during 1926.

The Johnson's Company, Thetford Mines, P. Q., Canada, expect to resume operations shortly after January 1st, on a more productive scale than formerly, their new mill to be put into operation at that time.

Edward M. Johnson Company. Edward Brinker, Superintendent of the Edward M. Johnson Company of Detroit, Mich., recently returned from a hunting trip in Northern Michigan, from which he and a few companions brought home four deer.

Magic City Realty Co., Inc., Roanoke, Va., W. L. Peters, President, controls a large deposit of amphibole asbestos, of quality suitable for use in cement, paint fillers, etc.

R. B. Horsburgh, of Asheville, North Carolina, U. S. A., has sent us samples of amphibole asbestos taken from a deposit near Asheville. The material is about the usual grade of amphibole, probably more fibrous than some varieties of amphibole mined in the south.

United Mining & General Trust Limited. Particulars have been published recently in the London Journals, of the United Mining & General Trust Limited, which has an authorized capital

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of £50,000. This Company was formerly known as the Brazilian Mining & General Trust Limited, and has entered into an agreement dated October 4th, 1927, for the purchase of a number of asbestos claims in the Bulawayo District, Africa, the purchase price being £10,000 in cash and 52,496 fully paid shares of 5/- each.

The properties are situated in the Filabusi Asbestos Fields of Southern Rhodesia, 20 miles from Ballaballa Station on the Gwanda Railway. It is anticipated that during the next six months the output of treated fibre will be increased to between 100 and 200 tons per month. The existing plant is producing about 40 tons per month. The new mine is known as the "Norma," and from the issue of the South African Mining Journal of the 5th instant 20 tons was produced from this property.

The Union Asbestos Corporation, Ltd., mention of which was made in November "ASBESTOS," is, we are told, adjacent to the farm Hurley, which was recently acquired by the Turner group known as the Dominion Asbestos Company Limited. The nearest railway station is Barkly West, about 60 miles away, the land being located on Spencer's block of farms in the Kuruman district, Africa.

Egnep Limited, the controlling interest in which is vested in the Cape Asbestos Company Limited of London, has now purchased the assets of the Malips Drift Asbestos Mines Limited, which has been producing htiherto about 30 to 40 tons of Amosite asbestos monthly.

Groenwater Asbestos Limited, recently formed to develop blue asbestos deposits on the farms Groenwater and Rooidam, are about 20 miles from Danielskuil (Africa) and it is stated that shipments of blue asbestos from these properties have already commenced.

The Southern Asbestos Company, is purchasing, thru the issuance of 20,000 shares of common stock, the properties, business and assets of the Southern Asbestos Manufacturing Co., of Charlotte, and Lincolnton, N. C.

The latter company was organized in 1919.

Johns-Manville Corporation have contracted to purchase the entire output of magnesia products manufactured by the American Solvents and Chemical Corporation in its plant at Agnew, California. The latter company manufactures magnesia solely as a by-product to its output of other chemicals. The contract is therefore of advantage to both companies, as it means a saving in freight to the Johns-Manville Corporation and a saving in selling expense to the American Solvents and Chemical Corporation.

PATENTS

(Since the descriptions of the patents take a lot of space, and are probably of no real value, we will hereafter give only information as to number, material patented, name of patentee, etc. Anyone desiring more information will be supplied a description upon request, or can obtain copy of the patent by send-

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ing 10c to the U. S. Patent Office, Washington, D. C., and giving numbers and names).

Friction Lining and Process of Making Same. No. 1,640,373. Granted on August 30th, to John D. Rohrer, Manheim, Pa., assignor to the United States Asbestos Company, Manheim, Pa. Filed December 2nd, 1926. Serial No. 152,732.

Dispensing Package for Asbesos Rope or Wick Packing. No. 1,640,368. Granted on August 30th to Guy U. Obetz and Robinson F. Walter, Manheim, Pa., Assignor to United States Asbestos Co., Manheim, Pa. Filed December 13, 1926. Serial No. 154,337.

Composition Construction or Heat Insulating Material. No. 1,641,641. Granted on September 6th, to William K. Nelson, Chicago, Ill., assignor to Insulex Corporation, Chicago. Original application filed May 11, 1925. Serial No. 29,564. Divided and this application filed July 27, 1927. Serial No. 208,729.

Heat Insulating Tape. No. 1,642,204. Granted on September 13th to Chester L. Hill, Chicago, Ill., assignor to the Union Asbestos & Rubber Company, Chicago, a Corporation of Illinois. Filed September 11, 1926. Serial No. 134,772.

Process of Making Paper. No. 1,642,495. Granted on September 13th to John Allen Heany, New Haven, Conn., assignor to Worldbestos Corporation, Paterson, N. J. Filed February 15, 1924. Serial No. 692,947.

Roofing. No. 1,642,316. Granted on September 13th to Henry R. Wardell, New York City, assignor to Johns-Manville Corporation, New York City. Filed July 5, 1923. Serial No. 649,399.

Floor Construction. No. 1,642,324. Granted on September 13th to Charles J. Beckwith, Brooklyn, N. Y., assignor to Johns-Manville Corporation, New York City. Filed August 9th, 1926. Serial No. 127,980.

Gasket. No. 1,643.561. Granted on September 27th, to Arch H. Kinzel, Akron, O., filed November 25, 1925, Serial No. 71,368.

Fabric for Gaskets. No. 1,646,466. Granted on October 25th, to Edward J. Trainor, Brooklyn, N. Y., assignor to Asbestos Spinning & Weaving Corporation, New York City. Filed September 9, 1921. Serial No. 499,558.

Packing and Packing Forming Machine. No. 1,646,992. Granted on October 25th, to Martin M. Cody, Chicago, Ill., assignor to Crane Packing Co., Chicago, Ill. Filed April 28, 1926. Serial No. 105,143.

Roofing. No. 1,646,551. Granted on October 25th to Albert E. F. Moone, Chicago, Ill., assignor to the Lehon Co., Chicago, Ill. Filed July 10, 1926. Serial No. 121,644. A flexible prepared roofing shingle.

Brake Band and Lining. No. 1,647,221. Granted on November 1st, to Charles A. Geatty, Elkridge, Md. Filed April 14, 1925. Serial No. 23,089.

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GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY
NORTH WALES, — PENNA.

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Loyalty

We have been interested in reading the comments of Mr. Ellis A. Gimbel (well known merchant of Philadelphia) on loyalty.

"Anyone who is truly loyal," says Mr. Gimbel, "is interested in his job, devotes himself to it, absolutely, lives with it, sleeps with it, dreams of it and wins his advancement thru it."

And he further lists seven qualities which he says combine to make perfect loyalty; they are—service, patience, sincerity, hard work, fair play, constancy and interest.

To our mind the most important of these is interest. No man can continue to give real service, have patience, be sincere, work hard, play fair and keep constantly at his job, unless he is interested in his work—likes it. If his job does hold his interest, thru ups and downs, encouragements and discouragements, fair weather and foul, his loyalty will be an automatic result of that interest.

But let him work only for the money he gets at the end of the week or month, without pleasure in the work itself, and the other qualities will be lacking, except insofar as he is forced to have them to hold his job.

In the last analysis we do well only what we like to do. Those things which we dislike to do, in which we have no interest, are shirked, pushed off to the last minute and then performed hastily and without care.

Hold a man's interest and you increase that man's output, whether of actual material or of ideas, one hundred per cent.

Hold a man's interest and you keep him loyal. And loyal employees mean your success.

Half our labor troubles would be solved if we could instill in workmen a genuine interest and pride in their work, no matter how humble that work may be.

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THIS AND THAT

An automobile brake is only as good as its lining.

The Market Conditions for November stated that one producer was asking $500 for No. 2 Crude. This was incorrect, but he is asking $400 for it.

A reminder—in taking contracts for 1928 business, bear in mind that raw material prices are advancing, and most likely will continue to advance.

Those who live longest are people who have too much sense to worry, and those who haven't sense enough to worry.

Some optimists in business remind us of the lady who was travelling with a noted scientist. "This," said the scientist, "is that vast and solemn Sahara Desert, three thousand miles long and two thousand miles wide." "Oh," said the lady, "what a wonderful place for beach parties, if only there were some driftwood."

The 34th Annual Meeting of the American Society of Heating and Ventilating Engineers, will be held at the Hotel Pennsylvania, New York City, from January 23rd to 26th inclusive.

The meeting promises to be most interesting; one session is to be devoted to a discussion of factory heating and ventilation, another session will take up the various codes now pending before the Society, including those on Heating and Ventilating Garages, Rating Low Pressure Boilers, Testing Building Insulation and Air Cleaning Devices. A copy of the complete program is in our hands and may be referred to by anyone interested.

WANTED: A correspondent in Johannesburg, Africa, who will keep us advised of the asbestos situation in that section, news items, etc. Rates of compensation and other particulars supplied upon request.

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Asbestos Prepared Roofing

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