ASBESTOS

Christmas Number

Volume 10 Number 6

December

1928

Published by

SECRETARIAL SERVICE
1701 WINTER STREET
PHILADELPHIA

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Do You Want to Increase Your Sales?

The ORIGINAL Carton Package of Norristown Air Cell Pipe Covering will create more business for you. Write for information.

NORRISTOWN MAGNESIA & ASBESTOS CO.
NORRISTOWN, PENNA.

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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

PHILADELPHIA, - PENNSYLVANIA

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A. C. GODDARD,
President

The officers of the United Insulation Company, Inc., 525 Main Street, Hartford Conn., recently organized.

Mr. Goddard has been engaged in roofing work and will have charge of the roofing department of the new Company.

Mr. Gray was formerly Assistant Treasurer of the Lotz Asbestos Co., and will have charge of the insulation department.

George M. Ryan, Superintendent of roofing operations, and Joseph F. DeSimas, Superintendent of cork cold storage insulation, are also associated with the Company.



SAMUEL S. GRAY,
Treasurer

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In Other Climes

In writing this Christmas Message, we cannot but wonder how our many readers spend their Christmas Day —what are the customs of the various countries into which each number of "ASBESTOS" travels.

From Southern Africa, India, South America—to Canada, Finland, Russia, there must be represented among our readers many countries, many climates, many customs.

It would be interesting perhaps to tell of the Christmas customs in the various countries to which we send "ASBESTOS" each month.

It would be still more interesting to know how each one of our readers spend Christmas this year. Many, we hope, with their families and friends, with good cheer and jollity. Some may be far from home and friends—lonely even. Some may be in lands where Christmas is unknown, except, perhaps in a commercial sense.

To all, no matter where you may be, good cheer passed on to your neighbor, will rebound in double good cheer to you.

And to all, no matter in what country or clime, we wish:

A Merry Christmas

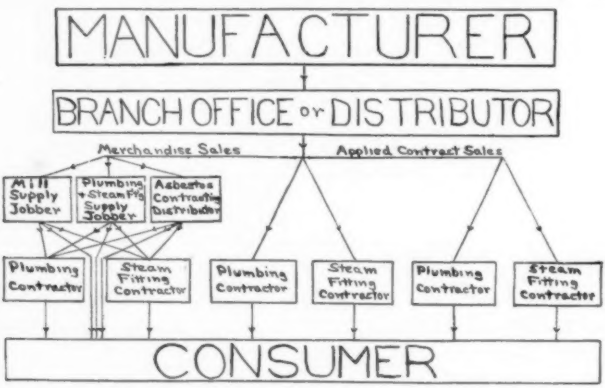
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Hodge Podge

Manufacturers of insulations appear to be quite far apart in their ideas as to the proper channels thru which to merchandise pipe and boiler covering.

At least two manufacturers of these materials are agreed that the manufacturer should withdraw entirely from the contracting business and build and encourage independent construction concerns to function as insulation contractors.

Several manufacturers are of the opinion that definite



trade channels should be established thru which all trade in insulating materials would flow.

Others either are convinced to the contrary, or are following the lines of least resistance and selling everybody, anywhere, at any price, regardless of trade channels.

One factor is actually selling thru Branch Offices and Distributors and direct to Consumer. He is also selling Mill Supply Houses, Plumbing and Steam Fitting Jobbing Houses, Plumbers and Steam Fitters, and Consumers, *all in the same territory.* He also sells the Asbestos Contractor and Jobber whom he expects to resell to the above named classes of trade. And then, to sort of make it unanimous, he maintains Contract Departments in all

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Carey

ASBESTOS & ASPHALT PRODUCTS

85% MAGNESIA

Asbestos Fibre
Eight standard grades

Magnesia
Carbonate of Magnesia Powder
Pure Carbonate of Magnesia Block
Light Calcined Magnesia
Heavy Calcined Magnesia
In Technical and U. S. P. Grades

Asbestos and Magnesia
Pipe and Boiler Coverings
A correct heat insulation for each condition

Asbestos Roofings
Careystone Asbestos Shingles
Careystone Asbestos Lumber
Careystone 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
Carey Cork-Insulated Shingles

Water-proofing
Asphalt and Tarred Felts
Water-proof Insulating Paper
Roof Paints
Asbestos Root Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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principal cities and competes with the local Asbestos Contractor and the local plumber for every applied job he can get a chance to figure. The chart will give some idea of the confusion which exists.

A careful analysis will show that adherence to *some* plan, comprehending natural trade channels, results in steady growth of sales and confidence, whereas a day-to-day, hit or miss policy brings opposite effects.

It is claimed by several factors who should know whereof they speak that the operation of Contract Departments by manufacturers is almost invariably the cause of financial loss to the manufacturer in actual operation and, indirectly, in antagonisms of the local asbestos contractors and the local plumbing trade.

What is needed is a real study of the situation *by all*, and especially by those who have no definite, straight-line policy.

From observation of the workings, and the results being obtained by the manufacturers and merchants of insulation, it would appear that the best method is to leave the application of pipe covering to the contractors, or others, rather than to control, or attempt to control the application themselves. There is an exception—in such territory where he cannot find or develop an outlet financially and otherwise satisfactory.

Wherever asbestos contractors financially able, equipped with proper engineering and administrative ability can be found or established, we believe a manufacturer will profit largely by turning over his contract business in *such* territory to an Asbestos Contractor.

If there appears to be no such Asbestos Contractor in a territory, often the man or men in charge of the present Contract Department in that District, will welcome a chance to get into business for himself and will be glad of the opportunity to take over the contract work, provided he gets the encouragement and support necessary to start him right.

EDITOR'S NOTE: To a considerable extent the above remarks apply to the marketing of Asbestos Shingles. We trust this paper may result in a full and free discussion by our readers.

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From

CRUDE ORE

to

FINISHED PRODUCT

Johns-Manville carries on the entire manufacturing process of asbestos. Mines in Arizona and Canada, seven factories located strategically across the continent and branch offices in all large cities cooperate in the supreme idea of service.

In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. There are Johns-Manville Asbestos Shingles, automobile brake linings and Improved Asbestocel heater pipe and boiler insulations. Besides these, Johns-Manville makes scores of items ranging from asbestos curtains that protect theatre audiences to the packings, insulations and cements which make it possible to heat large buildings, and to operate great power plants.

MASTER of ASBESTOS

Johns-Manville

Corporation

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

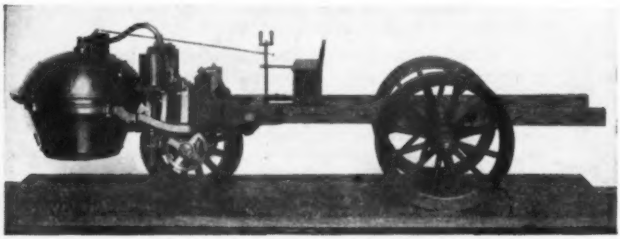
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The Earliest Known Automobile

Most of us have an idea that the earliest automobiles were made in the nineties, but as a matter of fact the earliest machine so far known was actually run in 1769.

The machine was of French make, designed by Monsieur Cugnot, who built a small model at the request and expense of the Duke of Choisel.

The machine carried four persons and made 1800 to 2000 toises (approximately 2¼ miles) an hour. It seems, however, that the capacity of the boiler was not in proportion with the piston, and the machine could go only about twelve or fifteen minutes at a time, when it was necessary to let it remain motionless until the boiler was able to generate sufficient steam to proceed. The fire box also was said to be badly constructed and allowed the heat to escape, and the boiler is reported as being too weak to sustain the force of the steam.



The test made before the sponsor, the Duke of Choisel, led the designers to believe that the machine would run if it were built on a larger scale and Monsieur Cugnot ordered that a new one be constructed proportionately, capable of carrying eight to ten milliers (millier—approximately 1 long ton) the speed to be about the same as before. The general idea of the construction is given by the accompanying photograph.

It is said that those concerned were hindered from further experiments by the foolish statement that the engine had struck a wall in the arsenal—which only goes

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Bell Asbestos Mines, Inc.

MINERS AND SHIPPERS
of
Asbestos

Capacity 50,000 Tons Per Annum

Crudes and Fibres

All Grades

Selling Agents

Keasbey & Mattison Co.,
Ambler, Pennsylvania



A. A. Brazier & Co.
Tower House,
40, Trinity Square
London, E. C. 3, England

Mr. E. R. Flint
43 Rue de Lille,
Paris (VIIe), France

Mr. Ernst Keiler, Jr.
Neuerwall 54,
Hamburg, Germany

R. Cametti & Company
Via Malta 13 Russo,
Genoa, Italy

Order direct or through your dealer

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to prove that brakes and brake lining were needed even at that early date and low rate of speed.

The machine is at present in the National Museum of Arts and Crafts, Paris, and the photograph and story were received from Monsieur Landais of the National Museum, by the United States Asbestos Company of Manheim, Pa., thru the courtesy of which Company they were passed on to us.

We generally try to pass along to our readers anything especially good in the way of suggestion in advertising, selling or any other branch of general business.

We have not for a long while read anything on the writing of advertising letters which we found as helpful as a paper back book published by the Dartnell Corporation of Chicago, on "Five Things I Have Learned about Making Letters Pull". This book is sent free to anyone subscribing to "Printed Salesmanship" a magazine published by the Dartnell Corporation at a price of $3.00 a year, and well worth the money.

Dartnell Corporation also offers various business services helpful to sales and other executives. We suggest you at least write them for information—that will cost you nothing but will give you a better idea of their service than we can give you here.

TAPE
AND LISTINGS

Write For Samples and Prices
ATLAS ASBESTOS CO.
NORTH WALES, PA.

ITALIAN
FINE YARNS — CLOTHS — TAPES
CARDED ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:—
SOCIETA ITALO RUSSA
PER L'AMIANTO

AGENTS:—
BERTOLAIA & GOEDERT
24 VARICK ST., NEW YORK

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ARIZONA



AFRICA

E. SCHAAF-REGELMAN

220 Broadway

New York, N. Y.

Crude -:- Spinning Fibre
Shingle Stock

Owning and Operating

REGAL ASBESTOS MINES, Inc.

Producers of

Arizona Asbestos

European Head Office
Merckhof
HAMBURG
Germany

IMPORT

EXPORT

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J. H. Kuhns



W. R. Gillies



R. Wild

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The Vice Presidents of the Union Asbestos & Rubber Company

Let us introduce to you the three gentlemen whose photographs appear on the opposite page, and whom on November 1st were chosen by L. I. Cohen, President of the Union Asbestos & Rubber Company, to assist him in the development of his Company. These gentlemen are

J. H. Kuhns, Vice President in charge of Railroad Sales.

W. R. Gillies, Vice President in charge of Production and Development.

R. Wild, Vice President in charge of Commercial Sales.

Mr. Kuhns after several years of railroad experience in various departments of the Illinois Central Railroad, entered the railway supply field in 1908 with the Republic Rubber Company, serving as Western Manager of Railroad Sales. Later he was appointed Manager in full charge of Railroad Sales, serving in this capacity until 1920, when he resigned to accept a position with the Union Asbestos and Rubber Company as Vice President in charge of Central and Eastern Railroad Sales. His present appointment places him in full charge of all Railroad Sales of that Company.

Mr. Gillies has had varied railroad experience beginning as machinist apprentice with the Missouri-Kansas-Texas Railroad in 1896, in later years becoming Mechanical Engineer of the Oregon Short Line at Pocatello, Idaho, which position he held until 1919, when he resigned to accept position with the Union Asbestos & Rubber Company as Assistant to President, serving in this capacity as sales representative in the Western Territory until his present appointment as Vice President. His new appointment places him in full charge of the Company's modern factory at Cicero, Ill.

Mr. Wild's experience in the Asbestos Industry dates back to 1902, when he became associated with the Cape Asbestos Company of London, England and South Africa, later becoming Manager of the Company with headquarters in London, England. He left England in 1919 and entered

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the Asbestos manufacturing field in the New England States. In 1923 he joined forces with the U. S. Asbestos Company with headquarters at Manheim, Pa., with whom he was associated until his recent resignation to accept office with the Union Asbestos & Rubber Company as Vice President.

"ASBESTOS" has a number of small samples of Crude Asbestos. Possibly some of our readers who are not intimately associated with the mining end of the business, might like to have such a sample to show their customers, or keep merely as a curiosity themselves. A postcard request is all that is needed to have such a sample sent you.

MACHINERY FOR SALE

Round and Square Packing braiders for sale, can be inspected in operation. Address 12EB-B, "ASBESTOS."

JATON CLOTH
REGISTERED TRADE MARK

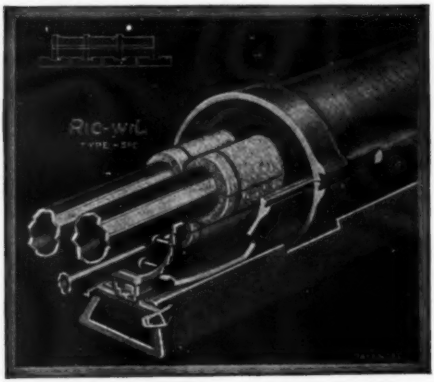
Waterproof and unaffected by heat or cold, remains pliable, heat resisting and will not crack, shrink or mildew.

Roofing Contractors stock Jaton Cloth to complete their line and be prepared to do canvas work on flat surfaces.

Insulation Contractors stock Jaton Cloth to take the place of ordinary canvas where a finished job is required eliminating painting.

ASHER WALTER, Sales Agent, Jaton Mfg. Corp.
26 CORTLANDT ST., NEW YORK

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Safeguard Pipe Covering Efficiency with Ric-wiL Conduit

YOUR pipe covering applied to steam pipes in Ric-wiL type SPC Tile Underground Conduit makes efficiency a sure thing. The base drain guarantees adequate, immediate drainage. The Loc-liP side joints seal split sides and lock halves together. The pipe supports carry pipes independent of conduit. And the compact, interlocking construction throughout assures permanent dry effciency. Cast Iron type Ric-wiL for extra heavy duty eliminates special reinforced concrete construction.

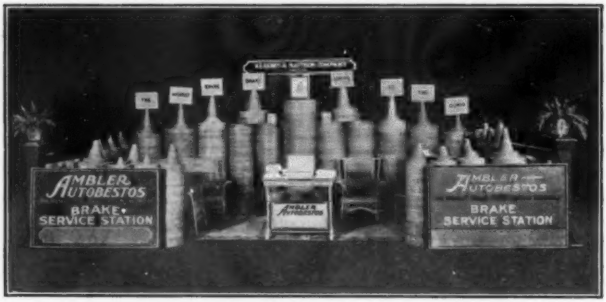
We cooperate with contractors and pipe covering manufacturers. Layouts, estimates, installation instructions, etc., gladly furnished.

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

RIC-WIL
UNDERGROUND CONDUIT

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Two Attractive Displays



The above shows one of the attractive window displays of the Lotz Asbestos Company at their new office and display room at 20 Elm Street, Hartford, Conn. They report 1928 to be the best year in their history, they having more men on their payroll than ever before.



This display of Ambler Autobestos Brown Brake Lining attracted much attention at the 1928 Exposition of the National Standards Parts Association held in Cleveland. The exhibit was made up of a full carload of lining, much of which was in large sizes, and the sales value was approximately $40,000. Keasbey & Mattison Company are now manufacturing their distinctive type of brown brake lining at the rate of 6,000,000 feet per year.

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ASBESTOS

Canadian Crude
Canadian Spinning Fibre
Canadian Shingle Fibre
Russian Crude
Rhodesian Crude
South African Blue Crude
South African Yellow Crude

ASBESTOS LIMITED INC.
8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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Little Lessons in Selling

By John T. Bartlett

III. More Sales Thru Regulated Interview-length

Most sales investigations have shown that the salesman's volume increases as the number of interviews grows. The increase may not be so great, proportionately, as the increase in calls, but remains a decidedly worth-while gain. The ambitious salesman will consider more than the number of calls. He will become proficient in skilfully controlling interview-lengths.

Those prospects with whom the major task is to receive a few minutes time are not involved in this discussion. We are concerned with time wasted in getting interviews, and in over-long interviews.

A salesman's best friends can be, in truth, his worst enemies, in a sense. It is human nature to like these calls on old customers, where friendliness reigns, and selling pressure is not present. Analyze some of these calls, however. How much actual productive time—selling time—was there? A salesman will gossip for forty minutes to every ten minutes spent in talking business. In a very high proportion of cases, it is inefficient use of time. The good friends in the trade are friendly enough to "get along" with visits one-half their present length, with as much time given, still, to actual business.

Another type of customer, who has plenty of time himself, and likes to waste the salesman's time can be handled with planned-ahead methods. Figure to have a talk-fest on every other call, or once in three calls. Plan your day so that, visiting the time-waster, it is a physical impossibility for him to waste much of your time, for time to waste doesn't exist!

Find clever ways of introducing the subject of business very early in your call. Have a sample in your hand, or something else to arouse attention, which will get conversation on business grounds at once.

The fact of the matter is that buyers like short, snappy, interviews just as much as salesmen do. They like to see salesmen who have a short, business-like canvass. Nine-tenths of the time spent in "selling him" is needlessly spent.

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We are the
SOLE DISTRIBUTORS
of the
ASBESTOS PRODUCTION
of the following
RHODESIAN MINES

SHABANIE - *registered mark C & G*
GATHS - - *registered mark V R A*
KINGS - *registered mark* 

BIRTHDAY
ORPHAN'S LUCK
Also CRUDE BLUE ASBESTOS

Hobdell, Way & Co.
LIMITED
LONDON, ENG.

Special Representatives For Distribution in U. S. A.
W. D. CRUMPTON & CO.
Rooms 1008-9, No. 10 Bridge St.
New York City - New York
To Whom All Inquiries Should Be Addressed

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FACT AND FANCY

Confusion.

Newspapers have recently called attention to the confusion existing in the minds of the public between rag-felt or asbestos felt shingles, and asbestos cement, or rigid shingles.

Those of us who are most interested in Asbestos and Asbestos Products, often have difficulty in getting the viewpoint of the public which knows little about asbestos, and even less about the composition of asbestos shingles, whether rigid or otherwise.

The writer well recalls having seen an asbestos rigid shingle roof when a kid, and being firmly under the impression that they were flexible—a sort of felt. This was a kid's impression, but the general public are often no wiser than children, especially concerning something in which they are not vitally interested.

There is only one way to get to the public consciousness the right impressions, whether those impressions concern asbestos products or some other commodity—and that method is advertising.

The public knows all about cement; asbestos is such an interesting subject when properly presented that it would be easy to catch and hold the attention of the public while discussing it, its advantages, how it resists fire, and so on.

The principal business of advertising is to correct wrong impressions and establish new ones.

There is much work of this sort which could be profitably done to some extent by individual companies. But how much more could be accomplished if the efforts of those individuals were combined and a real effort made to tell the public the many very real advantages of any and all asbestos rigid shingle roofs.

Advertising Results!

"It is quite surprising to note the results we are having from advertisements we are placing in "ASBESTOS." We had no idea that your magazine covered the territory

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that it apparently does. We speak frankly when we say that we believe "ASBESTOS" is read more carefully than any other magazine we have had experience with. Inquiries have been received by us from many sections of this country and Europe and it is surprising to see the results from these advertisements."

This delightful comment was received from the Norristown Magnesia & Asbestos Company of Norristown, Pa., which recently featured the carton package for air cell covering in their advertisements in "ASBESTOS."

And besides actual sales returns we claim that advertising in "ASBESTOS" gives the advertiser a certain standing and prestige with the readers of "ASBESTOS," not obtainable in any other way. Most of our advertisers believe that this alone is more than worth the price of the advertisement.

Service.

Service seems to be the keynote of these few "Facts and Fancies." The other day we walked into the office of an Asbestos executive and were greeted by the cheering remark, "You have been of very great service to us by referring such and such a person to us."

These are the kind of things we like to hear—further this is the kind of service we like to do.

1929 is going to be a big, important year in the history of the Asbestos Industry—bigger and more important than ever before. How can we serve you?

An Interesting Inquiry.

An inquiry received by "ASBESTOS" of more than usual interest, came from the Laboratory of Thomas A. Edison. The inquiry asked for certain information and also entered a subscription to "ASBESTOS."

We believe we put the inquirer on the track of the desired information.

It is in countless ways such as these that we endeavor to serve the industry—and are doing it all the time.

The closer the Asbestos Industry keeps in touch with its magazine, in the way of supplying news, and entering advertising and subscription orders, the better able we

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are to render real service to you and to those in search of information on asbestos products or asbestos itself.

Asbestos Stock Quotations.

Hereafter we will endeavor to publish a list of the various Asbestos Companies which are listed on the stock exchanges, together with the high, low and last quotations for the previous month.

We are starting with a list of six names. Additional ones will be listed from time to time as we find means of obtaining the information.

Those Companies having stocks listed on the exchanges will do us a favor if they will assist us in getting the necessary data.

	High	Low	Last
Certainteed	32-3/8	29-1/4	29-5/8— 29-1/4
Johns-Manville	194-3/4	161-3/4	188-3/4—183-5/8
Raybestos	84-3/4	56-5/8	73
Ruberoid	113-3/4	105-1/8	109-1/2
Southern Asbestos	49-5/8	40	48
United States Asbestos	57-3/4	52	55-5/8

We are making a collection of ideas for the improvement of the Asbestos Industry. If you have any suggestions for improvement of methods, practices, etc., send them in. They will be duly commented upon in "ASBESTOS" to the advantage of the whole Industry.

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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A. S. Runacres



is known to many of our readers as the very successful sales manager of the Cyprus Trading Corporation, Limited, which company handles exclusively the sales of the Cyprus Asbestos Company with Asbestos Mines in Cyprus.

Mr. Runacres joined the Cyprus Asbestos Company as Sales Manager in 1923, when the production of that Company was very small and the sales negligible. During the last five years, the production, as likewise the sales, has increased tremendously as will be shown by production figures and graphs published in previous numbers of "ASBESTOS."

At the present time well over 40,000 tons of this fibre, to a value of nearly a million pounds, is sold for future delivery, and it seems most likely that the sales will reach much higher figures in two or three years time.

Before becoming associated with the Cyprus Asbestos Company in 1923, Mr. Runacres was with a large firm of East India Merchants in London, his four years with them giving him a wide experience in European and Colonial markets. Previous to that time he served in the Army in France for over three years, leaving the Army in 1919.

When the Cyprus Trading Corporation was organized to take over the sales end of the business of the Cyprus Asbestos Company, Mr. Runacres was made a director of that Company, continuing as Sales Manager.

In July of this year Mr. Runacres was also made a Director of the Cyprus Asbestos Company, Limited, and presided at the Annual General Meeting of that Company

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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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Eternit
Reg. U. S. Pat. Off

THIS MARK OF QUALITY IS EMBOSSED ON EVERY ETERNIT ASBESTOS CEMENT PRODUCT

SHINGLES
LUMBER
"Big Seven"
CORRUGATED
SHEETS

ETERNIT, INC.

BOSTON PHILADELPHIA ST. LOUIS
JACKSONVILLE NEW ORLEANS HOUSTON

Works, St. Louis, Mo.

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held in Cyprus on July 31st.

The Cyprus Asbestos Company produces only the shorter grades of Fibre, remarkable especially for their uniformity. The success of the company is due largely to the tireless efforts of F. C. Jenkins, Managing Director, and A. S. Runacres, Sales Manager.

We are indebted to the Philadelphia Quartz Company for a copy of the book "Soluble Silicates in Industry" by Dr. J. G. Vail, published by the Chemical Catalog Company, Inc., 419 Fourth Avenue, New York City.

Dr. Vail is Chemical Director of the Philadelphia Quartz Company, and has been assembling material for this treatise for some years. Mr. Vail's book contains considerable historical matter, a good deal of theory, some mention of practices formerly current, and a rather complete review of all the lines in which silicate of soda and its allied products are used. Several paragraphs treat of the use of silicate with Asbestos Paper.

The book lists at $9.50. It may be of interest and value to the research departments of asbestos firms.

Those asbestos manufacturers making building material of any sort, and particularly, we should think, the manufacturers of asbestos rigid shingles, will be interested in the activities of the Home Modernizing Bureau of the National Building Industries, Inc., 228 LaSalle Street, Chicago, Ill.

In a nutshell the function of this bureau is to promote the remodelling of old dwellings or other buildings into modern, up-to-date structures. Send for their organ, published twice a month, "Home Modernizing Activity" and get an idea of how this bureau functions, and incidentally whether and how your product and service would fit into their program.



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CONTRACTORS AND DISTRIBUTORS PAGE

INSULATION CONTRACTORS ASSOCIATIONS

There are in various cities scattered thruout the United States Associations of Insulation Contractors formed for co-operative purposes, and functioning in various ways.

It would be interesting and helpful to print in our columns the various functions performed by each Association of Insulation Contractors, the results accomplished, ideas for further development, plans, programs, etc. Such an interchange of material would undoubtedly be valuable to all those Associations now in existence, and would also encourage the forming of similar groups, in cities where they do not at present function.

The Springfield (Mass.) Insulators Association was organized several months ago. The members of this Association meet semi-monthly at luncheon, discuss trade conditions, betterment of relations between shops, co-operation with engineers and architects. The purpose in forming this particular association was for the exchange of general and credit information, co-operation in the interpretation of specifications, harmony in signing Union agreements, and unanimous action in all such matters as could be handled co-operatively. It is believed by the members of the Springfield Association that such co-operation elevates the Insulation Industry in their particular section, and that the individuals composing the association, proportionately benefit.

Each Association Secretary thruout the United States, upon reading this article, is urged to write us stating the functions of his Association and particularly citing any results actually accomplished since the forming of his group.

A copy of the constitution and by-laws used by each group should also be sent us for perusal, the secretary pointing out the essential points of interest.

It is quite likely that such discussions will interest the Insulation Contractors in other cities, and perhaps be the first step toward developing a country-wide movement for co-operation between insulation contractors and later between insulation contracting groups.

Let us make this a real co-operative movement, each Association thru "ASBESTOS," sharing its ideas with the others and in turn receiving those others' ideas and working plans.



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Asbestos Corporation Limited

The Largest Producers of Raw Asbestos in the World

CRUDES	MILL BOARD STOCKS
SPINNING FIBRES	CEMENT STOCKS
SHINGLE STOCKS	SHORTS
PAPER STOCKS	FLOATS

Owning and Operating

— Mines —

Kings Mines	Thetford-Vimy Mines
Beaver Mines	Consolidated Mines
B. C. Mines	Federal Mines
Fraser Mines	Maple Leaf Mines

Asbestos Mines, East Broughton

Asbestos Fibre Mines, Black Lake

Black Lake Asbestos & Chrome Mines

HEAD OFFICE

Canada Cement Building

Phillips Square - Montreal

Address all Correspondence to

GENERAL OFFICES

THETFORD MINES

Quebec, Canada

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WAGE BOARD IN SAN FRANCISCO

A new, impartial wage board, the fourth since the American plan was established in 1921, has been appointed by the Industrial Association of San Francisco to survey the building trades of the bay district and recommend wage scales for 1929.

It is interesting to know that under the present industrial plan in San Francisco union and non-union men work side by side.

BUILDING

Building Contracts awarded during October showed a substantial gain over September, the figures being 17,929 projects, with floor space of 85,703,000, valued at $597,103,500 for October, and 15,653 projects, 75,795,500 square feet of floor space, $587,674,000 in September. The increases occurred in commercial and public buildings and in residential buildings, some of the other classes showing decided decreases.

Total Contracts awarded for the first 10 months of 1928 showed a valuation of $5,724,048,000 compared with $5,359,298,000 for the same period in 1927.

Preliminary reports for November show a decrease of about 21% from October, the total for November being $471,482,200.

Total for the first eleven months of the year is $6,195,529,800, an increase of 6 per cent over the corresponding period last year.

WANTED—Salesman for Connecticut territory. Mechanical engineer and college graduate preferred but not absolutely essential. State age, experience and salary expected. Address P. O. Box 204, Hartford, Conn.

INSULATING ESTIMATOR

Wanted, on or before January 1st, for State of North Carolina, young man thoroly experienced in estimating and application of insulation. Must have pleasing personality. Give very complete details. Write 12H-B "ASBESTOS."

We are in the market for

Crude Asbestos Fibre of All Kinds

and have for sale

Metallic Yarn Waste

E. GROSS & CO., INC.

HARTFORD CONN.

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ASBESTOS
FABRICS *and* YARNS

for Manufacturers of

BRAKE LININGS

HIGH PRESSURE STEAM PACKINGS AND FRICTION FACINGS

MADE TO SPECIFICATIONS

Samples and Prices on Request

We Solicit Your Inquiries

UNION ASBESTOS & RUBBER CO.
18th & So. 54th Ave., Cicero, (Chicago) Ill.

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MARKET



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. Niklaas (Waes)
Belgium

QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

General.

General business conditions are good; earning statements are generally high. Says Forbes: "Great developments impend in industry, in transportation, in utilities, in merchandising, in banking. Co-operation, co-ordination, consolidation are coming in a scale without precedent."

Our new President is a friend of business, an encouragement to expansion and to co-operation and consolidation.

Asbestos—Raw Material.

In the asbestos raw material market, read the comments of one of our subscribers who is rather thoroly conversant with conditions in the several producing countries. He says:

"There is a great quantity of shorts available, as also a great quantity of paper stock. The supply of Canadian shingle fibre is keeping up well with demand and there is no likelihood of any of these grades going up in price for the coming year.

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CONDITIONS

"There are no spinning fibres to offer for another year, nor any No. 2 Crude. There is still a little No. 1 Thetford Crude that can be had.

"The Canadian Mines are unable to undertake any new business as they are still very far behind on old contracts for spinning grades and crude. Johnson, the only who has been able to take business for 1929, is now practically sold up for the coming year.

"If the new mill of the Asbestos Corporation Limited is operating in February, the probabilities are that spinning fibre produced by this new mill will be applied against old contracts, and even with this added production, it will take almost another year to liquidate old contracts on crudes and spinning fibres. The new mill is no doubt the finest installation in the world and represents much thought in construction. When it is in operation every buyer of asbestos will be well repaid for his time if he



TRADE MARK

"EVERITE"

Asbestos Cement
Shingles
Lumber
Corrugated Sheets

"GIFFA"

Decorative
Wall Lining
(patented)

The best imitation of Marble Panels measuring 8' 3" x 4'
27 Patterns

Apply for Prices, Pamphlet and Free Samples

Societe Francaise de "l'Everite"

Plaine St. Denis
nr. Paris
and Bassens nr.
Bordeaux
(France)

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goes to Thetford Mines to see it.

"There will be no shortage of spinning material for the coming year, tho it will be difficult for buyers to accumulate any stock as winter months are fast approaching and Canada will produce less for the next four months than it has for the past four.

"Rhodesian and Russian Asbestos are coming into the United States with great regularity.

"The coming year will find no reduction in prices; in fact, any spinning material sold for 1929 delivery will be at much higher prices than sales made for 1928.

"1929 will be a crucial year in determining the effect of moulded brake lining on textiles, and, in turn, on the prices of spinning fibre and crude. Moulded brake lining, because of the comparative ease of its manufacture may be made by large users; the business may drift into the hands of the larger rubber companies in Akron. If, however, moulded fails, the reaction toward woven might be greater and demand heavier. For the coming year both woven and moulded will be generally used."

Manufactured Goods.

Volume of production and shipments of magnesia pipe covering is greater than at any time in the past two years. Prices are firm and from bookings already made we predict that price level for 1929 will remain steady with neither advance nor recession unless the entire relation of supply to demand should be changed, which is extremely unlikely.

In the low pressure field, most producers of Air Cell are well behind shipping schedules and the market is quite firm.

From the behaviour of asbestos spinning stocks in the market during November, we feel certain that, aside from talk of mergers, there is a growing confidence in the future earning possibilities of spinning mills, the moulded brake lining situation notwithstanding. United States textile and brake lining industries, however, are losing valuable time in coming to a conclusion with respect to unified action on Tariff Matters. Unless each industry is organized so that its needs are readily and forcefully made known to the tariff law makers, it is possible that a very rude awaken-

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"CAPE" BLUE ASBESTOS

POSSESSES
DURABLE & NON-CONDUCTING QUALITIES
unequalled by any other asbestos, besides which it has:

(1) Greater tensile strength
(2) Greater specific volume
(3) Greater resiliency

SPECIALTIES:—

ALL CHEMICALLY PURE i. e. 100% ASBESTOS

"Pluto" Blue Asbestos **Mattresses** for Locomotive and Marine Boilers, etc.

Blue **Cloth** for Acid Filtration

'Bluejacket" **Sectional Covering** for steam pipes (100% Asbestos)

THE RAW MATERIAL IS GRADED AS FOLLOWS:

"S" Crude from ¼ in. to ½ in. in length of fibre
"A" Crude from ½ in. to ¾ in. in length of fibre
"B" Crude from ¾ in. upwards in length of fibre

Prices for Crude can be obtained on application direct to the Cape Asbestos Co. Ltd.

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

Telegrams:— "Incorrupt," London. Telephone City 6937

Sole Representatives for the sale of blue manufactured goods in America.

The United States Asbestos Co. Manheim, Penna.

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ing will be their portion of the tariff cake.

All paper and millboard mills are reporting "busy", and markets are naturally firm.

Shingles show the usual seasonal decline in shipments, but no abatement of interest in the asbestos rigid roofing industry is noted.

The Asbestos Industry as a whole is in a healthy condition and, while the stock market has discounted all *normal* earnings, the executives of the leading companies have been set a man's task to produce *abnormal* earnings to justify stock prices. "Hitch your wagon to a star" seems to be the theory. Here's hoping!

Arizona Notes

Our correspondent from Arizona reports that there has been an increased interest in asbestos properties, principally shown on the part of American asbestos textile manufacturers, in Gila County, Arizona, during recent months, and that the latest developments show all the vicissitudes of a typical mining boom.

Those who predict a great future for the ultimate possibility of a great asbestos production in Arizona have always emphasized the difficulties opposing themselves to a rapid development of these truly wonderful deposits, but the mob spirit combined with promoters enthusiasm, ignores difficulties and can only see the future in roseate hues.

The recent acquisition of an asbestos property within the domains of the Indian Reservation by the Keasbey & Mattison Company has given a new impetus to the desire of other asbestos textile manufacturers to make themselves wholly or partly independent as far as raw material is concerned, and a number of representatives of manufacturing concerns are said to be overrunning the district and bidding against each other in an endeavor to obtain a few tons of badly prepared Asbestos from prospectors and promoters, whose aim is to sell their newly discovered and undeveloped asbestos claims.

Whenever the inexorable law of supply and demand

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slowly and gradually raises the price of asbestos, our consuming factories think they can beat the game by becoming producers of the raw material, but too often either inexperience and the fact that the wish is always father to the thought, or the glamour of the mining game, cloud the judgment of otherwise quite sensible and conservative men. There is at present in Arizona a scramble to get hold of any likely piece of ground, and fancy prices are being paid for the privilege of digging and blasting in order to find out whether there is enough asbestos to make it pay.

The Arizona Asbestos Association, operating since 1914, and controlled by the Johns-Manville Corporation since about 1917, has been a regular and persistent producer, but little is known of their output as all of it is consumed by their own manufacturing plants.

The Regal Asbestos Mines, operating since 1919, have probably been the most widely known Arizona producers since that time, and their product has been sold in this country as well as in Europe and Japan. This mine is the only one which, since 1919, has carefully stored away all milling rock and cobbing shed screenings on immense dump heaps, awaiting future reduction by a mill which is in course of construction now and which, we are told, will be in operation in the early part of 1929, thus adding greatly to the future output of asbestos in Arizona and demonstrating that patient, conservative and far sighted development is needed in Arizona to overcome physical difficulties.

"Comparative B. T. U. Calculations which Show How House Insulation Reduces Pipe and Furnace Sizes," is the title of an article appearing in the November 20th number of Furnaces and Sheet Metals (published at 64 W. Randolph St., Chicago, Ill.)

The article gives exact calculations for Uninsulated houses, Celotex Insulated, Balsam Wool and Insulex.

We will be glad to lend the article to anyone interested, or a copy of Furnaces and Sheet Metals can be obtained direct from the publishing office.

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Accepting Returned Goods

It is hardly ever possible to figure material for a given job so accurately that none is left over. In fact it is almost always best to order a little more than is actually needed, to cover possible loss by breakage or otherwise.

This means that almost invariably there is material left over on a job—a little of this and a little of that. It is of no use to us, probably never will be, but, we reason, it can be used on some other job by the manufacturer, and so we have the bright idea of returning it to the manufacturer and getting back its equivalent in money. Our idea of its equivalent in money, however, is often erroneous, it naturally being the actual amount we paid for it.

Sometimes the seller really needs the material somewhere else, but oftener he takes it off our hands merely as a convenience—to keep a customer satisfied.

No matter whether the returned material is in good condition or bad, the cost to the seller in accepting its return often runs very high.

If the material is broken, or shopworn, obviously it cannot be sent out again on a new job. The new customer would not stand for that. The only way in which it can be disposed of is around the manufacturer's own plant, or possibly sold to someone who is willing to take the shopworn material for a substantial difference in price. Otherwise the material must be thrown on the dump.

Even if the returned material is in good condition, the time spent by the various employees of the seller in accepting its return, making the proper records and actually placing it in stock, is considerable, and results in an actual cost in dollars and cents—for time is money in most manufacturing plants.

The customer is often quite surprised if he does not receive to the very penny the amount the returned goods cost him, and often it appears easier to accept the material than to make endless explanations and probably have a disgruntled customer as a result.

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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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If the material is broken in transit, claim may be made on the railroad company but as such breakage is no fault of the manufacturer the customer should place the claim, and wait for the claim to be honored.

The only fair way to everybody in accepting return of goods is to allow credit for goods received in salable condition, insist that the customer make claim for any breakage or other damage in transit, and further deduct not only transportation and handling charges from the value of the material, but a further 10% to cover the cost of taking the returned material into their stock.

If this is once firmly established as a rule to every customer, with no exceptions granted, customers will soon fall gracefully in line and accept the conditions without protest.



IMPORTS AND EXPORTS



Imports into U. S. A.

Unmanufactured Asbestos.

	Oct. 1927 Tons (2240 lbs.)	Value	Oct. 1928 Tons (2240 lbs.)	Value
Africa (Br. S.)	279	$ 47,355	297	$ 43,869
Africa (Port. E.)	...	...	277	102,427
Austria	1	14	...	...
Belgium	59	8,986	...	...
Canada	20,204	636,558	23,527	783,244
Germany	85	23,401	414	111,830
Italy	...	...	2	1,195
United Kingdom	7	1,369	12	3,495
	20,635	$717,683	24,529	$1,046,060
Tabulation of Crude only:				
Africa (Br. S.)	279	47,355	297	43,869
Africa (Port. E.)	...	...	277	102,427
Canada	388	90,686	689	133,899
Germany	85	23,401	366	106,029
Italy	...	...	2	1,195
United Kingdom	7	1,369	12	3,495
	759	$162,811	1,643	$390,914

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CYPRUS ASBESTOS COMPANY

LIMITED

Producers of—

CYPRUS STANDARD FIBRE

THE Standard Fibre for the manufacture of highest class of asbestos shingles, flat and corrugated sheets, etc.

CYPRUS SHORTS

Also used largely in the asbestos cement industry for mixing purposes and in the manufacture of asbestos cement panelling, etc.

Limited quantities of the above grades are still available for delivery over 1929.

For samples and prices apply to the

SOLE SELLING AGENTS

CYPRUS TRADING CORPORATION, Ltd.

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

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The balance of the material imported during October, 1928, consisted of 48 tons of Mill Fibre from Germany, valued at $5,801; 10,791 tons of Mill Fibre from Canada, valued at $451,371; 12,047 tons of Lower Grades from Canada, valued at $197,974.

Manufactured Asbestos.

	October 1927 Pounds	October 1927 Value	October 1928 Pounds	October 1928 Value
Yarn—				
Germany	...	...	468	$ 141
United Kingdom	38,206	$ 13,960	5,399	1,509
Fabrics, Woven—				
United Kingdom	2,369	2,670	3,039	2,767
Packing, Fabric—				
Canada	...	...	5,332	373
Germany	...	...	316	393
United Kingdom	2,551	704	...	...
Packing, not Fabric—				
Austria	...	...	11,475	2,810
Canada	3,200	138	5	4
France	1,630	770	50	29
Germany	4,423	1,281	1,727	794
United Kingdom	7,144	2,199	3,424	2,212
	October 1927 Pounds	October 1927 Value	October 1928 Pounds	October 1928 Value
Shingles, Slate, Wood or Lumber—				
Belgium	44,100,562	563,539	1,672,006	27,252
Canada	3,648	209	865	47
France	223,231	3,278	471,120	6,622
Germany	201,424	4,151	258,262	6,225
Hungary	...	...	18,400	879
Italy	...	...	9,269	146
Netherlands	117,503	1,975	316,922	5,573
United Kingdom	...	...	80	15
	44,646,368	$573,152	2,746,924	$46,759
Paper and Millboard—				
France	3,400	157	...	...
Asbestos Cement—				
Belgium	300	20	...	...
Canada	21,900	1,772	35,950	2,175
Other Manufactures—				
Austria	313	421	...	...
Canada	833	151	...	...
France	...	...	1,067	228
Germany	350	204	311	341
United Kingdom	6,267	664	873	428
Switzerland	...	...	684	197
Grand Total	*44,739,254*	*$598,263*	*2,817,044*	*$61,160*

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Shingles, Slate, Wood or Lumber—By Districts.

	October 1928 Pounds	Value
Florida	292,883	$ 3,687
Galveston	444,955	8,429
Los Angeles	2,381	123
Mobile	326,077	5,184
New York	370,283	7,668
New Orleans	1,093,291	17,600
Philadelphia	197,789	3,142
St. Lawrence	150	10
South Carolina	18,400	879
Vermont	715	37
	2,746,924	$46,759
Previous month (September 1928) See November number	*3,304,096*	*$58,271*

Exports from U. S. A.

Exports of unmanufactured asbestos during September[1] 1928 amounted to 27 tons, valued at $17,100., as compared with 57 tons, valued at $6,091 in September 1927.

Exports of manufactured Asbestos goods:

	September 1927 Pounds	Value	September[1] 1928 Pounds	Value
Paper, Mlbd. & Ribd.	39,412	$ 4,920	123,989	$ 8,174
Pipe Covg. & Cement	436,617	18,097	230,431	7,904
Textiles, Yarn & Pkg.	105,223	60,990	88,434	58,597
Brake & Clutch Lin'g	40,574	26,407	499,668 li. ft.	106,187
Magnesia & Mfrs. of..	414,859	23,637	495,616	27,371
Asbestos Roofing.....	2,860 sqs.	34,430	5,630 sqs.	52,155
Other Manufactures..	282,606	23,869	438,968	68,871

[1] One month behind Imports.

Exports of Raw Asbestos from Canada.

	September 1927 Tons (2000 lbs.)	Value	September 1928 Tons (2000 lbs.)	Value
United Kingdom	668	$ 48,311	580	$ 51,230
United States	6,990	427,917	9,012	528,549
Australia	...	...	110	8,250
Belgium	100	6,500	300	23,226
France	585	39,125	687	47,030
Germany	1,629	123,100	2,509	194,355
Spain	...	...	123	10,425
Italy	236	16,625	904	73,190
Japan	1,150	60,700	805	43,238
Netherlands	135	14,000	654	40,383
New Zealand	2	130	...	...
	11,495	$736,408	15,684	$1,019,876

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Sand and Waste—				
United Kingdom	125	3,125	270	6,187
United States	12,051	179,427	14,606	229,988
Belgium	60	900	30	750
France	...	...	60	1,438
Germany	310	5,650	370	8,875
Italy	...	...	22	550
Japan	25	562	...	...
Netherlands	200	4,700	290	7,250
	12,771	$194,364	15,648	$255,038
Grand Total	*24,266*	*$930,772*	*31,332*	*$1,274,914*

Imports and Exports by England.

Imports of Raw Material.

	October 1927		October 1928	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Rhodesia	1,397	£44,042	1,428	£ 63,545
From Canada	995	17,410	776	13,078
From Other Countries	688	16,630	1,768	51,129
	3,080	78,082	3,972	127,752
Re-Shipments	605	20,578	523	20,152

Exports of Manufactured Asbestos Goods.

	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
To Netherlands	82	£ 6,359	75	£ 6,124
To France	42	6,330	49	8,628
To United States of America	14	2,395	8	1,802
To British India	758	16,950	501	13,440
To Australia	38	4,925	43	6,637
To Other Countries	1,127	60,221	1,274	67,681
	2,061	£97,180	1,950	£104,312

"ASBESTOS" has a number of European and other foreign correspondents and subscribers and therefore a great many foreign stamps reach us from time to time. Perhaps some of our readers, or the children of our readers are interested in making a collection of foreign stamps. If so and you will drop us a card, we will be glad to send ten foreign stamps (each one different) to each one making request.

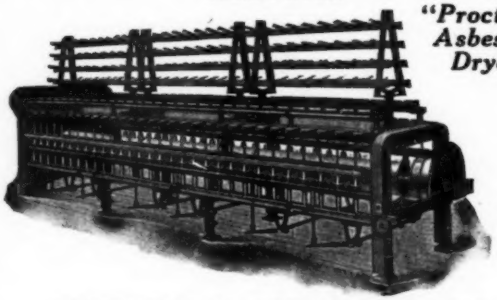
Of course if a great many requests are received you may have to wait your turn but you will receive them sooner or later.

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ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



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Africa (Rhodesia).

	August Tons (2000 lbs.)	1928 Value		
Bulawayo District.				
Biltong (Vukwe Asb. Syn. Ltd.)	10.00	£ 200	0	0
Croft (Afr. Asb. Mng. Co. Ltd.)	146.88	2,937	12	0
Norma (United Mining and Gen. Trust Ltd.)	27.00	540	0	0
Nil Desperandum & Sphinx (Afr. Asb. Mng. Co. Ltd.)	671.97	15,272	8	0
Pangani (J. S. Hancock) July and August	50.85	822	2	4
Shabani (Rho. & Gen. Asb. Corp. Ltd.)	1,471.02	29,420	8	0
Lomagundi District.				
Ethel (Union & Rhod. Tr. Ltd.)	27.50	550	0	0
Victoria District.				
Gath's (R. & Gen. Asb. Corp. Ltd.) ..	456.96	9,134	9	0
King (R. & Gen. Asb. Corp. Ltd.) ...	382.44	7,648	16	0
	3,244.62	66,525	15	4
Less overdeclared on adjustment to 3/31/27 — Gath's		783	17	10
Total	3,244.62	£65,741	17	6
Production during August 1927..	*3,006.*	*56,012*		

Africa (Union of South Africa).

	August Tons (2000 lbs.)	1927 Value	August Tons (2000 lbs.)	1928 Value
Transvaal				
Amosite	534.00	£ 5,363	846.00	£ 8,460
Blue	..	326	..	...
Chrysotile	1,254.00	19,918	1,012.00	19,697
Cape				
Blue	440.12	12,004	408.23	8,756
	2,228.12	£37,611	2,266.23	£36,913

Cyprus.

October 1928	2,433 tons (2240 lbs.)
October 1927	1,450 tons (2240 lbs.)

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NEWS OF THE INDUSTRY

ASBESTOS SHINGLES, CORRUGATED SHEETS & LUMBER
ASBESTOS MOLITH CEMENT
TRADE MARK
MOLITH ASBESTOS CEMENT WORKS
BELGIUM
Bentley's Code Used
BETON & MOLLITH, S.A. — MOLL.
Telegrams "Mollith Moll"

Birthdays. It is with great pleasure that we extend congratulations and best wishes to the following gentlemen on the occasion of their birthdays: Chas. S. Donnelly, General Manager, Mohawk Asbestos Slate Company, Inc., Utica, N. Y., December 16th; Robert M. Miller, President, Slade Asbestos Corp., New York City, December 21st; W. H. Huber, M. D., President, Asbestos Fibre Spinning Company, North Wales, Pa., December 22nd; R. L. Clark, Manager, Clark Asbestos Company, Cleveland, O., and Geo. N. Clark, President, Clark Asbestos Company, both on December 22nd; W. H. Truesdell, President, Southern Asbestos Co., Charlotte, N. C., December 26th; Matthew J. Fitzgerald, Treasurer, Standard Asbestos Mfg. Company, Chicago, Ill., December 27th; Fred A. Mett, President, Powhatan Mining Corporation, Baltimore, Md., December 29th; Richard B. Engle, Secretary & Treasurer, Crandall Packing Co., Palmyra, N. Y., January 3rd; Warren Car-Skaden, President, Argo Asbestos & Rubber Corp., Pittsburg, Pa., Janunary 7th; John J. Liner, President, Philadelphia Asbestos Co., Philadelphia, Pa. January 13th.

Banner Rock Products Company. H. C. Morse, Vice President of the Banner Rock Products Company, died on Sunday, November 18th at his home in Oklahoma City, Okla. The funeral was held November 20th.

The Plant Rubber & Asbestos Works of San Francisco, Calif., has recently built an addition to their former plant, the addition occupying ground space of 50 by 120 feet.

The Lotz Asbestos Company, of 20 Elm Street, Hartford, Conn., (formerly 60 Prospect Street) announce the promotion of William B. Brown, who has been with the Company for many years, to the

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office of Assistant Treasurer, succeeding S. S. Gray, resigned; also the election of Judge A. C. Bill to their Board of Directors.

The Asbestos Textile Company of New York City, continues to record large increase in sales, with many Departments running day and night.

The latest development is Aztec Moulded Asbestos Brake Lining, which was offered to the trade November 15th. This Moulded Brake Lining is not offered as a panacea of all ills and is not guaranteed to be equal to Woven Brake Lining. It is offered, however, for cars which are designed for Moulded Brake Lining, have the proper pedal pressure, unscored drums, drums that are in round, and to Service Stations that have equipment to drill and countersink Moulded Brake Lining.

Modern multiple space looms have been added to the weaving equipment to take care of the great increase in Aztec bus-truck heavy duty brake lining sales.

Arnold W. Koehler, President of the Asbestos Textile Company, recently returned from Europe and reports conditions in England to be improving and export prospects for the United States growing tremendously with the large increase in popularity of American cars in the European countries.

R. E. Kramig & Co., of Cincinnati, have moved from 8th St. and Eggiestown Avenue, to 222-24 Webster Street. This move may have taken place some months ago but if so they did not tell us, and their copy of "ASBESTOS" has been going to the old address. Don't forget to advise "ASBESTOS" when you move.

The Asbestos Brake Lining Association held its annual election of officers on Wednesday, December 12th, at the Biltmore Hotel, New York City. Names of newly elected officers will be announced in the next issue.

Our September issue stated that a block of claims in Rhodesia consists of 30 claims each measuring 2,700,000 square feet. This was in error. We are now advised that a block of "base metal" claims consists of 30 claims, the thirty measuring 2,700,000 square feet; in other words 1 claim measures 90,000 sq. ft.

Victory (Shabani) Asbestos Mine, Limited, with office at Johannesburg, was registered during the week of October 1st, with capital of £15,000, for the purpose of opening up and developing two blocks of claims adjacent to the Nil Desperandum Mine of Shabani.

Fibre is of chrysotile variety and varies in length according to reports, from ¾ to 1¾ inches.

F. F. Mohr, Manager of Johns-Manville Corporation's Branch at Milwaukee, Wis., is planning to visit various European countries early in January. Mr. Mohr is interested in studying European methods and practices.

A. S. Royal, Manager of the Philadelphia Branch of Johns-

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Manville Corporation, who was reported ill in our November issue, is somewhat improved.

Johns-Manville Corporation, thru their General Railroad Department, on October 1st acquired complete control of Truss Plate, a new type of steel flooring. Truss Plate is said to be lighter in weight than other types of car flooring, a real advantage to rolling stock which must be of minimum weight.

Johns-Manville Corporation after the recent West Indies and Florida Hurricane, donated to the American Red Cross, a carload of asphalt roofing paper.

Kenneth E. Moore, formerly in the procedure section at the General Office of Johns-Manville Corporation, has been transferred to the Sales Promotion Department as Field Supervisor. Mr. Moore, it will be remembered, was first editor of the J. M. Circle.

H. B. Harden, former Sales Supervisor, Minneapolis Sales Office of Johns-Manville Corporation, has been promoted to the Western Division Merchandising Department staff as Sales Supervisor of the automotive section, and George C. Sackett, Chicago District sales representative at Helena, Mont., has been appointed to succeed Mr. Harden.

The Pacific Division, Johns-Manville Corporation, has started a school for its asbestos shingle salesmen. The school not only drills the men on the merits of asbestos shingles but shows them how to apply the shingles, how flashings and valleys are put in, how to measure roofs and make estimates.

A wedding of much interest to the Asbestos Industry took place on Saturday, December 1st, when Miss Estelle Manville, daughter of H. E. Manville, became the bride of Count Folke Bernadotte, nephew of King Gustav V. of Sweden. H. E. Manville is Chairman of the Board of Directors, Johns-Manville Corporation.

Johns-Manville Corporation announces the purchase of the Celite Products Company—an important step in strengthening the position of Johns-Manville Corporation as an outstanding factor in the production and sale of insulating and allied materials.

The Celite Company brings to Johns-Manville an annual business of approximately $3,300,000 in net sales, of high temperature insulation and allied lines, made from diatomaceous earth. An even more important asset is the Celite deposit of this earth in California—the largest of its kind in the world, giving Johns-Manville a supply of this basic material for at least fifty years. In addition to insulating products, the Celite Company was a large producer of filtration material. This business will be rapidly developed and amplified by Johns-Manville.

N. E. Newman, President, Asbestos Limited, Inc., New York City, sailed for Italy on the S. S. "Saturnia" on December 11th. Mr. Newman plans to visit Russia and, weather conditions permitting, the asbestos mines in Cyprus.

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Keasbey & Mattison Company. Dr. F. C. Weber, who for a number of years has been in charge of the Advertising Department of Keasbey & Mattison Company, recently resigned to accept an appointment as Postmaster at Ambler, Penna.

D. C. Miner has succeedeed Dr. Weber as Manager of the Advertising Department. Mr. Miner comes to his new position from an experience of a number of years in publicity work, having been connected with the United States Chamber of Commerce in that capacity.

H. W. Tuman has been promoted to Assistant General Sales Manager. Mr. Tuman formerly was Manager of the Textile Department at the Head Office at Ambler.

H. S. Moore, for a number of years Branch Manager in Cincinnati and Cleveland Offices, recently resigned, and has been suuceeded by George F. Stone. Mr. Stone was manager of the Baltimore Office of Keasbey & Mattison Company since 1921.

The vacancy caused by Mr. Stone's transfer to Cleveland will be filled by promoting S. H. Wellschlager, whose connection with Keasbey & Mattison Company dates from October 1, 1924.

T. B. Parsons, employed as estimator in the Contract Department of the Cincinnati Branch of Keasbey & Mattison Company for eighteen years, has resigned. Charles Thomas has taken his place.

Southern Asbestos Company, Charlotte, N. C., has called for redemption all outstanding 6 per cent convertible debentures, redemption to take place on December 15 at 105. The holder, however, may convert the obligations into stock at the rate of 40 shares for each $1,000 debenture. The stock has been selling at about 47, giving the debentures a market value of almost $1,900.

"Keystone Industries" a monthly published by Williams, Brochu & Co. investment brokers of Montreal, contains an article on Asbestos in its June 1928 issue. Copies are available if requests are addressed to our old friend Thos. R. Johnston, formerly connected with the Asbestos & Mineral Corporation.

South African Consolidated Asbestos Company, Limited of Johannesburg, are, according to our Johannesburg correspondent, continuing their prospecting work, with good success. Harris Freedman, B. Sc. (Eng.) Chief. Surveyor, Langlaagte Estate G. M. Co., Ltd., has been appointed General Manager. Mr. Freedman for many years served one of the mines in the Barnato Group and is well thought of in mining circles.

Egnep Asbestos Company, associated with the Cape Asbetos Company, Ltd., are producing in considerably large quantities. Hancock's Asbestos Company, which mines fibre on an adjoining property, are finding fibre of 1½" to 2" in length, which is being manufactured into insulating slabs for electric supply companies. The fibre is of the Amosite variety.

Chunes Asbestos Co. It is reported that this operation is

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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., U.S.A.

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

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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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producing 60 tons of fibre per month, which is used by the factories of the Asbestos Cement Manufacturing Company, Johannesburg.

Hancock's Asbestos Company is reported to have developed a promising chrysotile asbestos proposition near Kaapmuiden, not far from the Amianthus and Munnik-Myburgh properties. The fibre is not of great length but extends over a large area. Another deposit operated by this Company is at Krugersdorp, within 25 miles of Johannesburg, said to be producing good quality chrysotile.

Munnik-Myburgh Limited, held its 4th annual general meeting of share holders on October 3rd, when the chairman made a very satisfactory report. Profits for the year showed a considerable increase over the previous year. Considerable additions to the plant have been completed and the mine will, so it is reported, to be able to deal with a greater tonnage of rock.

Gorge G. M. Co., Ltd., in prospecting and developing certain gold occurrences in the Gwanda District of Southern Rhodesia, has discovered asbestos occurrences, and has registered six blocks of asbestos claims. The asbestos is said to be of the chrysotile variety.

The Nauga Asbestos Co., Ltd., Prospectus of this company is published in the November 3rd issue of the South African Mining & Engineering Journal. Capital is $25,000, £9,000 to be held in reserve. 40,000 shares are offered to the public at par (5s.) The Asbestos is said to be of the crocidolite variety, and found on Kalkgat and Nauga Farms, about 20 miles west of Prieska. The Directors are named as Arthur E. Winder, Solomon H. Coronel, Frederick Schlimmer, Alexander Ferrier, all of Johannesburg. Consulting Engineer W. F. H. Dudgeon, A. R. S. M., of Johannesburg. Secretary and Registered offices T. A. White, 1 Standard Bank Chambers, Johannesburg.

Amalgamation of Bell's United Asbestos Company with Turner & Newall Limited, has been formally completed and official announcement made.

Balance sheets, etc., are in our hands thru the courtesy of the companies concerned.

The Canadian Asbestos Company of Montreal, proposes to issue in the near future, a 7% preferred stock with bonus of common stock, to be offered to the public. The Company is at present a closed corporation, none of the stock being in the hands of the public.

PATENTS

Machine for Drilling and Countersinking Brake Linings. No. 1,678,207. Granted on July 24th to Rudolph Brandt, San Francisco, Cal. Assignor to Petry & Brandt, San Francisco. Filed Oct. 10, 1923. Serial No. 667,657. Description supplied upon request.

Waterproof Heat Insulation. No. 1,678,659. Granted on July 31, to Benjamin F. Wallace, Brooklyn, N. Y. Filed June 7, 1924. Serial No. 718,553.

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Described as comprising porous magnesium carbonate and fibrous asbestos, impregnated with a highly penetrative waterproof grease, which insulating material is water repellent and will readily float on water.

Facing Member of Brakes and the Like. No. 1,682,319. Granted on August 28th to Alex. Blubum, Paris, France. Assignor to Societe Anonyme Francaise du "Ferodo," Paris.. Filed Dec. 31, 1926. Serial No. 158,375, and in France Jan. 13, 1926.

Described as a friction member comprising metallic support and a friction facing which is secured to said support and whose composition comprises an artificial resin with synthetic resin, the securing of the said facing on the support being obtained by a cementing process by means of the same resin.

Refractory Heat Insulating Material. No. 1,682,675. Granted on August 28th to Basil T. Horsfield, Badin, N. C., Assignor to Aluminum Company of America, Pittsburgh, Pa. Filed Dec. 7, 1925. Serial No. 73,893.

Described as method of making a refractory material comprising melting a refractory oxide changing the molten oxide into the form of strong hollow, substantially spherical globules and bonding the same with a refractory binder.

Concentrating Asbestos Ore. No. 1,684,366. Granted on September 11th, to Samuel H. Dolbear, New York City. Assignor to Selective Treatment Company, Limited, Montreal. Filed June 3, 1924. Serial No. 717,556, and in Canada Nov. 11, 1922.

Method of concentrating Asbestos Ore which consists in subjecting the ore to underwater treatment, loosening the Asbestos and at the same time preserving its natural length, causing the loosened Asbestos to pass into a body of water adjacent the comminuting zone and maintaining the loosened Asbestos in a state of suspension in said body of water until overflowed.

Brake Lining. No. 1,686,903. Granted on October 9th, to Frank J. Eisenhardt, Waukegan, Ill., assignor to Johns-Manville Corporation, New York City. Filed September 11, 1926. Serial No. 134,832. Renewed February 17, 1928. Described as a new article of manufacture, a body of dense, tough material having embedded therein and extending approximately parallel to the surface thereof, a plurality of continuous wires, each slightly curved in wavelike form, and arranged in a plurality of groups, the constituent wires of each of said groups lying in a separate plane, and all said planes being parallel one to another and sunk at different depths from the surface of the strip.

Cement Product. No. 1,687,681. Granted on October 16th to Richard V. Mattison, assignor to the Asbestos Shingle, Slate & Sheathing Company. Filed October 1, 1924. Serial No. 740,971. Described as a cement product comprising a plurality of filmlike layers of hydraulic, cement-like material, hydrated by mixing with an excess of water, and a plurality of intermediate parallel-like layers of hydraulic cement material between said first-named layers, and hydrated by water received from the said first-named layers on each side of the cement material, the whole

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being compressed and permitted to set together so as to bind the entire series of layers into an integral, rigid mass.

Vibration Reducing Device. No. 1,689,052. Granted on October 23rd to Homer L. Rogers, Cincinnati, O., assignor to the Philip Carey Manufacturing Company, filed March 1, 1926. Serial No. 91,422. Not Asbestos. Further description sent on request.

THIS AND THAT

A reader informs us that Asbestos is used in the construction of bridges, serving for insulating purposes at counterforts. We would like to know more about this use. Will someone kindly tell how, why, and in what manner it is used for this purpose?

Have confidence in yourself, and a little in the other fellow too.

The man who saves money nowadays isn't a miser; he's a wizard.

What is the Mistletoe: a vine or a bush?
Neither. It's only an excuse.—*J. M. Power Specialist.*

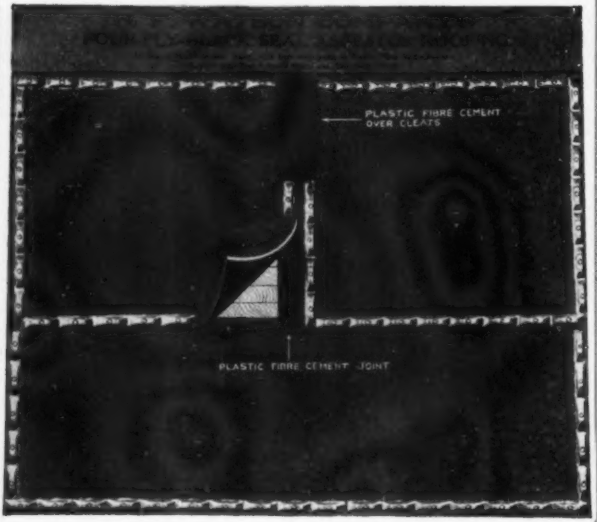
Pictures make the magazine more interesting this month. Don't you think so?

Any story is always enhanced by an illustration. Include photographs with your news notes whenever possible.

When you hear of asbestos or an asbestos product withstanding unusual or severe conditions, send us the story, together with photograph if the latter be obtainable. Things of this sort are always helpful to everyone interested in asbestos.

Orders received by the General Electric Company for the nine months ending September 30th, amounted to $260,686,463, compared with $233,076,091, for the first nine months of last year, an increase of 12 per cent.

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CLASS "A" ROOFING

Four (4) Ply Black Seal Asbestos Roofing for use on Wood Decks with inclines of 3 in. fall to the foot or more. Ideal type of Roofing for saw-tooth construction. Used in connection with all types of Built-up Roofings of either Asbestos Felts Asphalt Felts or Tarred Felts.

H. F. WATSON COMPANY

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The Lightest Weight Steam Pipe and Boiler Insulation Made

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