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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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THE JONES BROS. ASBESTOS SUPPLY CO., INC., San Francisco, a young and progressive firm that has served the buying public with quality and honesty, has moved its principal place of business from 500 Second Street to 370 Second Street, where modern machinery has been installed for the manufacture of asbestos pipe and boiler insulation, in connection with their Construction Department.

The Company has competent engineers for estimation and for the installation of their general line, which consists of Carey Asbestos and Rag Felt Roofings, Carey High and Low Pressure Pipe and Boiler Insulation and Carey Elastite Expansion Joint for highway construction.

Jones Bros. Asbestos Supply Company started business seven years ago as California distributors for the Phillip Carey Company of Lockland, Ohio, and have so well represented this factory in the past that they have just had a renewal of their contract.

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Distribution Channels

(A Discussion of Marketing Methods in the Insulation Industry).

Readers will recall the article "Hodge Podge" in our December 1928 number, and the subsequent comments on it which appeared on the Contractors and Distributors Page in the March and April issues.

One of our subscribers, George W. Hinman of the Hinman Asbestos Corp., Cambridge Mass., desires a somewhat more serious discussion of the subject of distribution channels than heretofore, and his very pertinent comments and opinions are given in the following unprejudiced article:

We have today two principals engaged in applied insulation work—the manufacturing contractor and the non-manufacturing contractor. You have many readers on either side of the fence, and if we could have, thru your pages, the views of those on both sides in a series of non-mud slinging discussions, I feel that a better understanding would result. If, in the far distant future, the members of this industry really understand one another, it will be a bigger and better industry.

Surely the non-manufacturer has no desire to limit or destroy the manufacturer. His very existence is dependent on the good will of the firm which supplies him materials with which to serve. On the other hand, if the manufacturer were suddenly deprived of the market which the non-manufacturer affords, there would follow something besides a period of rejoicing.

The very fact that this industry now attracts the efforts and capital of responsible individuals engaged only in promoting the use of products which he has no hand in manufacturing, shows the remarkable progress which has been made in a comparatively short time. Less than a lifetime ago, our manufacturer had a product of which he alone appreciated the value. He had to prove what it would do. The customer he sold one day had to be shown how to use his product the next. He found that trained specialists were needed to properly service his products. Therefore, he schooled and organized a

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labor or contract unit to apply his manufactured materials. Why? Not because he was primarily interested in contracting, but because this was a means of destroying a serious point of sales resistance.

How successful in creating, developing and educating, our manufacturers have been, needs no comment, except that their job has been well done. Well done because the manufacturer educated many individuals to properly serve and direct the servicing of their products, under the various consumer conditions. They proved the manufacturers' claims for their new products, and prevented misuse. Thus the educational and developing work progressed up to the present, when we dare to call Asbestos "The most important mineral in the world." A job certainly well done!

In this era of specialization, it is not surprising that some of the individuals who so ably directed the servicing for the manufacturer should say,—"Here, I know what your products are. I know how they should be used to give maximum service. I am equipped, Mr. Manufacturer, to buy your products and see that they successfully serve their intended purpose. Let me invest in my small way, and locally service your products for you. Manufacturing is your economic future, and servicing is mine."

This is the modern method of distribution. Nothing mythical about it. It has been tried and proven of distinct benefit to manufacturer, non-manufacturing contractor, and consumer. Still, in spite of the apparent economic value of the manufacturer's non-manufacturing outlet, we find some manufacturers reluctant to give up their own contracting departments. For reasons evidently best known to themselves, they feel that they must have a finger on their product from mine to consumer. Why is this? The original need to contract in order to sell does not hold today.

Is it because they lack confidence in their product?

Is it because the non-manufacturing contractor is not all that he should be?

Surely it is not because the manufacturer can contract more economically than the individual. If that

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Roof Paints
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Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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were true, he would do a majority of the contract work done.

It can't be that he is desirous of retarding further progress of the industry he has worked so long and hard in developing. Big business is no place for jealousy, stubbornness or antagonism.

Speak up! You contracting manufacturers—please tell us just why you feel the need of maintaining your various contracting units. Why do you contract in some localities and not in others?

You non-contracting manufacturers, please tell us what your experience has been. We non-manufacturers are not perfect. What's our weakness now?

Brother non-manufacturing contractors—what are your views? We must share with the manufacturers the burdens of future progress. Let us get together thru the pages of "ASBESTOS", and all push in the same direction.

Tropische & Ueberseeische Rohprodukten A. G.
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Easy of access, partly developed. Steam Shovel proposition in Western State. U. S. Patent title recent issue on five claims.

Laventhal, Att'y for Owners
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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.

Johns-Manville

CORPORATION

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Branches In All Large Cities

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W. G. Ross

The Asbestos Industry on April 15th, thru the death of William Gillies Ross, lost one of its most prominent and able men .

As President of Asbestos Corporation Limited, direction of which he assumed in 1912 when it was known as the Asbestos Corporation of Canada, and when it was at its lowest ebb, he guided it carefully and successfully to its present eminence.

Mr. Ross was born in Montreal on August 6th, 1863, was educated at the Montreal High School, and in 1880 entered commercial life as a chartered accountant. In 1888 he associated himself with the late James Ross in the electrification of Winnipeg, Toronto, Montreal and St. John street railway systems, and the organization of traction companies in Jamaica and Mexico City. He was named comptroller of the Montreal Street Railway in 1896, and assumed the managing directorate of that company and of the Montreal Park and Island Railway in 1904, retaining

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Asbestos Corporation Limited

The Largest Producers of Raw Asbestos in the World

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Asbestos Fibre Mines, Black Lake

Black Lake Asbestos & Chrome Mines

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Phillips Square - Montreal

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THETFORD MINES

Quebec, Canada

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these two posts until 1910, when he entered the asbestos business.

Mr. Ross occupied many other positions of trust and responsibility during his eighteen years with the asbestos industry; his work in the war, particularly in connection with the Navy League and the British Sailors' Relief Fund, was recognized by the King of England, who awarded him the Special Service decoration in appreciation of his efforts.

Perhaps his most outstanding accomplishment, however, was his work as President of the Montreal Harbor Commission, which position he held for nine years. Under the direction of Mr. Ross the port of Montreal was built into its present commanding position, and the foundations laid for developments which facilitated the progress of those who followed him into the work.

Mr. Ross was well known as an accountant and economist; in fact he was rated by some as the most expert man at figures in the Dominion. In every company he directed, he reorganized the systems of accounting and was frequently consulted by leaders of industry on accounting and financial problems.

He was fond of sport, having been a prominent athlete in his youth, particularly in cycling and speed skating. Latterly he was an ardent golfer and yachtsman.

Mr. Ross was a member of many clubs, including the Mount Royal Forest and Stream, Royal St. Lawrence Yacht, St. George's Snowshoe, M. A. A. A., Royal Montreal Golf, Mount St. Bruno Conntry Club, British Empire Club, London, Canadian Club of New York, and the Navy League of Great Britain.

He is survived by his wife, Ida M. Babcock Ross, three sons, two daughters, four brothers and one sister.

At the time of his death, Mr. Ross was President and General Manager of Asbestos Corporation Limited; Vice President and Director of the Amherst Park Land Company; Director of the Canadian General Electric Company, Limited, and Director of the Fire Insurance Company of Canada.

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The Sale of the Garlock Packing Company

The entire business and assets of the Garlock Packing Company, manufacturers of mechanical packing since 1887, have been purchased by White, Weld & Co., Marine Union Investors, Inc., a new security company formed by the Marine Trust Company of Buffalo and associates, and Sage, Wolcott & Steele of Rochester.

The Garlock Packing Company, whose main plants and offices are located at Palmyra, N. Y., is probably the largest manufacturer of mechanical packing in America, selling its product thru 27 branch offices.

Recently, the Garlock Packing Company was owned equally by O. J. Garlock and the estates of the late Honorable Frederick W. Griffith and the late Edna R. Nichols. Mr. Garlock, Mr. Griffith and Mr. Eugene Nichols established the business in 1887 with less than a thousand dollars capital. It has enjoyed a steady and healthy growth, now employing over eight hundred men and women. Its offices and factories cover 48 acres.

The business was incorporated in 1905, and since that date the Company has paid dividends every year without interruption. With the exception of 1921 it has also reported a net profit every year since its incorporation.

The present management will continue to direct the operations of the Company under the new ownership, the entire negotiations having been merely a change of ownership, which, it is believed, will be beneficial to the business. Opportunity is given for employees to participate in the stock investment, and the company also has plans under way for constructive developments.

George L. Abbott, who has been connected with the business since 1910, will continue as President and General Manager of the Company. Mr. Abbott was born on October 31st, 1887, in Camden, Oneida Co., New York. He graduated from Hamilton College in 1910 with the degree of Ph. B. He was private secretary to the late Frederick W. Griffith, at that time vice president and treasurer of the Com-

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pany, and senator from the forty-second district of the State of New York.

From the position of clerkship, Mr. Abbott gradually rose to the presidency of the Company. He is a member of the University and Oak Hill Country Clubs of Rochester, of the Newark Country Club and of the Hamilton Chapter of the Delta Upsillon Fraternity. He has served on the Board of Education of the Palmyra High School and is a vestryman of the Zion Episcopal Church of Palmyra. He is married and has one daughter.

A Novelist in the Asbestos Industry

It is a real pleasure to publish the photograph of Eleanor Dunbar Hall, a novelist with whom the Asbestos Industry can claim close connection, for Miss Hall's father is R. B. Hall of Hall & Nielsen, Ltd., Bury, England, manufacturers of the well-known Bramec brand of Asbestos Brake Linings and Clutch Facings.



While Miss Hall has had her writings published on other occasions, "Alliance" is her first novel. A copy of "Alliance" has been sent us, at our request, for review, and certainly shows ability of a high order. The book, which is a lengthy one, has been thoroly enjoyed by the editor and other members of our staff, and we are prepared to heartily congratulate Miss Hall and wish her continued success. The story is an "out-of-the-ordinary" one, a real pleasure to all book lovers.

Miss Hall is but twenty-two, and most certainly Mr. R. B. Hall can be justly proud of so talented a daughter.

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The Largest Asbestos Theatre Curtain in the World

A remarkable theatre curtain, probably the largest fireproof Asbestos curtain in the world, was completed in the Ambler factory of the Keasbey & Mattison Company during April and shipped to Atlantic City for the proscenium arch of the mammoth Convention Hall which is being completed at that place.

The curtain, which is a double one, to be mounted on



Loading the Theatre Curtain at the Ambler Factory

a frame with an air space, is 54 feet high and 114 feet wide, contains approximately 1800 square yards of three pound asbestos cloth, reinforced with brass wire, and weighs about 6000 pounds. It was shipped by truck from Ambler to Atlantic City, and will be erected and decorated by Peter Clark, Inc., of New York City.

There is no use of Asbestos Cloth where the requirements are more rigid than in the manufacture of Asbestos Theatre Curtains, which must be fire-resisting to the highest degree. The cloth must be of a close weave and must have the requisite strength and weight. Many of the commonwealths

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in the United States have adopted definite standards for Theatre Curtains and the curtain mentioned above complies with the strictest interpretation of the New Jersey State Law.

The use of single thick, plain Asbestos Cloth curtains is no longer regarded as good practice. Exhaustive research has been made by the Bureau of Standards of the U. S. Government. The Bureau of Building Inspection of the Department of Public Safety in the City of Philadelphia have rigid specifications for Protective Theatre Fire Curtains for all proscenium openings 30 feet or more in width.

Double Asbestos Curtains for two other smaller auditoriums in the Atlantic City Convention Hall are also being made, and undoubtedly the three double curtains represent the largest order for Asbestos Theatre Curtains ever placed with any Asbestos manufacturer.

The Automobile

The National Automobile Chamber of Commerce has issued its "Facts and Figures for 1928," which are, as usual rather astounding.

For instance: Automotive products rank first in export of manufactured articles, with a total value of $500,174,431.

Motor truck registration in the United States totals 3,113,999; passenger car registration is 21,379,125; total registration of motor vehicles, 24,493,124.

There are 92,000 motor buses in the United States.

Seventy-two of the railroads in the United States are operating 2,115 buses.

There were 36,000 miles of surfaced roads built in 1928; and 4,341,000 persons are employed in motor transportation.

Motor vehicle registration outside of the United States now equals 7,285,000.

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ASBESTOS

Arizona Crude
Italian Crude
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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Death of Willis W. Glossner

Willis W. Glossner, Vice President of The Smith-Faris Company of Pittsburgh, Pa., and in charge of the Youngstown, Ohio, office of that concern, passed away on April 19th at his residence in Youngstown, O., after three weeks' illness of scarlet fever. He was only 39 years of age.



Mr. Glossner began his career in the Asbestos Industry with Johns-Manville at Philadelphia, Pa., later became associated with them at Cleveland and Youngstown, entering the firm of The Smith-Faris Company in April 1928.

Mr. Glossner was born at Beach City, Pa. He was a Rotarian, a Mason and a member of the Builders' Exchange in Youngstown. He leaves a wife, one daughter, Elsie, three sisters and two brothers.

S. Harrison, Secretary of The Smith-Faris Company, in advising us of Mr. Glossner's death, says: "We not only lost a business associate, but a very dear friend."

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Crude Asbestos Fibre of All Kinds

and have for sale

Metallic Yarn Waste

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HARTFORD CONN.

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Old Friends But A New Firm

We are pleased to announce the formation of the firm of H. L. Parmenter & Son, who are continuing in the Asbestos business at their old address—326 W. Madison Street, Chicago, Ill.



H. L. Parmenter



L. I. Parmenter

H. L. Parmenter has been directly and indirectly associated with the Asbestos trade in Chicago and the Middle West, both in selling and manufacturing Asbestos Products, for twenty-five years.

L. I. Parmenter, his son, has been connected with the Asbestos business in the selling capacity for the past ten years. Under the new firm name of H. L. Parmenter & Son, they have become direct factory representatives of some of the largest manufacturers of Asbestos Products in this country on an exclusive factory representation basis, covering Chicago and the Middle West.

The new firm is handling very complete lines of Asbestos Products, such as Brake Lining, Clutch Facings, Packings, Textiles, Asbestos Cement and Asbestos Plastic and Liquid Roof-Coating, and are securing a mutually satisfactory business for themselves and the manufacturers they represent.

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CELEBRATING ONE YEAR OF OUTSTANDING LEADERSHIP - -

In the Asbestos Industry, this New Job-Size Handy Carton of Norristown Air-Cell Pipe Covering comes to work for you during 1929 - - - - - - - -

MANUFACTURED AT NORRISTOWN, PA.
BY THE

NORRISTOWN MAGNESIA & ASBESTOS CO.

"Originators of the Handy Carton Package"

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Mileco Ebonite B Brake Lining

This comparatively new type of brake lining (it has been actually on the market only a little over a year) is said by the manufacturers[1] to be as efficient as the molded type for internal expanding brakes but also to have all the advantages of woven lining.

Possibly the most annoying feature of molded brake lining is the necessity of its purchase or sale in sets rather than by the roll. In buying the molded type it is necessary for the garageman or automobile jobber to stock a large quantity of "sets" rather than a limited yardage of the woven type. Not only does molded require more capital tied up in stock but is much more bulky to store than the rolls of woven lining.

These are two of the difficulties which Mileco Ebonite B. Brake Lining is said to overcome, and, naturally, these points are therefore two of the best talking points used in the selling of Mileco Ebonite B.

But besides these, Mileco Ebonite B is said to be most satisfactory from a braking standpoint. The principal points of quality claimed by the manufacturer are:

1. High asbestos content—yarn of 85% asbestos—15% cotton woven with 2 strands of brass wire (cotton and brass for strength).
2. Yarn waterproofed before weaving.
3. Fabric treated on one side only, preventing over-treated surface, assuring maximum frictional qualities.
4. Hydraulically compressed, under intense heat and pressure, the treatment forces into every crevice, making this lining both oil and waterproof.
5. Surface given a light filament treatment—frictional qualities increase rather than decrease after first few hundred miles.
6. Oven baked for five hours—thoroly cured and solidified.
7. Uniform thickness, no high spots, fits snugly, can be closely adjusted.
8. Hard enough to resist the tremendous strains of expanding brakes, yet conforms to the shoe without

[1]L. J. Miley Co., 1462 S. Michigan Ave., Chicago, Ill.

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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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cracking.

9. Easily counter-sunk, yet sufficient tensile strength to prevent rivets from tearing out.

10. Graphite in treatment to prevent scoring of drums and brake squeaks.

Briefly the process of construction is: The waterproofing of the yarn. Weaving of yarn into long sheets. Sheet treated on one side only. Cutting to strips three times the width desired. Folding to desired width with treatment on inside of the lining. Pressure applied from 30 to 50 minutes, depending upon the thickness desired, thus squeezing the treatment from the inside out. Running lining thru a light filament of treatment which treats lightly the outside surface of the asbestos. Baking for five hours.

The construction of the lining is said to make it practically immune to water absorption. When brakes are applied the water will, it is claimed, be burnt off (or dried up) not penetrating the lining itself.

The manufacturers will be glad to send samples to anyone interested.

CARL BINDMAN & CO.

1819 Broadway

NEW YORK - - N. Y.

CANADIAN RAW ASBESTOS

CRUDES — SPINNING FIBRES

PAPER STOCK — SHORTS

Inquiries solicited.

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Overhead

When the trial balance is taken after closing the books, why is the item "Profit," so small, or non-existent?

In most cases an honest examination will place the blame squarely on the sales department, the theory being that insufficient profit has been obtained in the sale price.

Actually, however, in nine cases out of ten, the fault lies with the man or men who figured the COST. Taking the cost of materials and labor, plus some imaginary percentage for profit, and using that result as a sale price has given the bankruptcy courts most of their work.

In addition to cost of materials and labor there is another fixed element of cost sometimes called "overhead" again "cost of doing business" or "operating."

If everyone would realize and figure into real cost, the inescapable fact that before materials or labor are bought, there exists a fixed cost consisting of rent or its equivalent, insurance, taxes, water rent, salaries, postage, printing, telephone and a lot of other items of like sort, sale prices would not vary so broadly.

It may be that Mr. Ford can and does figure sale price first and then demands production costs to justify the sale price. Okeh for automobiles, radios and a few luxuries, but just plain suicide for most other lines of business.

No asbestos manufacturer, applier or handler can possibly live on such a theory.

The cost of operating should be the *first* item of cost to be figured, then materials, then labor and to the total of those three, profit should be added to reach "sale price."

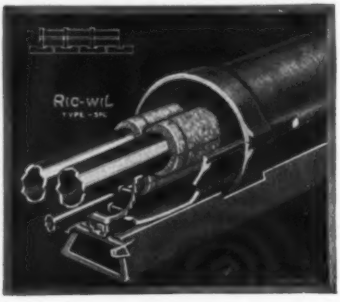
We believe the emphasis has too long been placed upon materials and labor.

Try putting "operating" down on the estimate sheet, *first*.

MACHINERY FOR SALE

Round and Square Packing braiders for sale, can be inspected in operation. Address 5EB-B, "ASBESTOS."

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For Doubly Certain Dryness

PIPE covering must be kept dry to produce perfect insulation. Ric-wiL Conduit, Type SPC makes this all important requisite doubly certain by means of its patented Loc-liP Joint and Base Drain Foundation. The Loc-liP Joint locks the two halves of the conduit together; they are then cement sealed to form a remarkably rigid, permanently watertight joint. The base drain foundation guarantees positive, immediate drainage. Loc-liP Joint and Base Drain Foundation make dryness for the pipe covering doubly certain. Layouts, estimates, installation instructions, literature, will be gladly furnished contractors and pipe covering manufacturers.

The Ric-wiL Company

1566 Union Trust Bldg., Cleveland, O.

Originators of Waterproof Conduit Filler

RIC-WIL

UNDERGROUND CONDUIT

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FACT AND FANCY

The Cinderella of Asbestos.

The purchase by Turner & Newall of the holdings of M. Haskel in the Malips Drift area, Pietersburg District will undoubtedly give a fillip to the mining of amosite asbestos in that area.

In the meantime it is satisfactory to note that the greatest asbestos combine in England has recognized the value of amosite asbestos, which is called the Cinderella of the Asbestos World, and has been looked at askance by so many asbestos manufacturers heretofore. It is interesting to speculate on what the thoughts of the pioneer of amosite, S. Weingarten, must be. Mr. Weingarten for years endeavored without success to place amosite asbestos with the manufacturers of Europe and America.

The Theatre Curtain Survey.

The work of collecting and copying the regulations in various states and cities concerning the construction of theatre curtains is well begun, and will probably be finished by the time the June number goes to press.

The completed survey will contain copies of the laws in the various states, and of the ordinances in all the larger cities thruout the United States. About 100 cities will be covered. A copy of the requirements of the National Board of Fire Underwriters, the Uniform Building Code being adopted by many cities, and other special regulations will be included in the survey.

As stated previously, a copy of this survey can be had for $1.00, which will by no means cover the cost of making it. Several orders have already been received.

When finished we want suggestions from our readers telling us how we can further the cause of asbestos theatre curtains in the states which do not at present have such a state law, and in the cities which have no ordinance, or at most an inadequate ordinance, for protecting the public from theatre fires.

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Correction of Import Figures.

In the March number, on page 40, we called attention to two items of Yarn imported into the United States during January 1929, 44,000 pounds from Belgium, valued at $714.00, and 3,164 pounds from Italy, valued at $45.00.

The U. S. Bureau of Foreign and Domestic Commerce, at our request, checked these figures and found that they had been placed under the wrong classification, properly belonging, not under Yarn, but under Shingles, Slate, Wood and Lumber.

Your copy of March "ASBESTOS" should therefore be corrected by adding the 44,000 pounds to the Belgium figure under Shingles, Slate, Wood and Lumber (page 42), and 3,164 pounds to the Italian figure. This makes the total of the Shingles, Slate, Wood and Lumber imported during January 1929, 7,431,875 pounds, valued at $102,965, instead of 7384,711 pounds valued at $102,206 as given.

The tabulation at the bottom of page 42 "Shingles, Slate, Wood and Lumber—By Districts" should also be corrected, the 44,000 pounds being added to the imports thru the port of New York, and the 3,164 pounds should be placed at the bottom of the tabulation, as coming thru the District of Oregon. Then the totals of this tabulation should be changed to the totals given in the above paragraph.

The Rhodesian Railway Strike.

The Strike reported in our April issue, ended three weeks after it began.

But the results of the strike, in the opinion of the Rhodesian Mining Journal, were far reaching. Business was severely dislocated, there were huge accumulations of chrome at Selukwe and to the North of Salisbury; many hundreds of tons of asbestos had to await shipment; farmers were unable to market produce; the tourist traffic to the Victoria Falls was damaged by the marooning of "trippers"; shortage of native foodstuffs created a situation not without its dangerous aspects. The men gained absolutely nothing—and lost three weeks

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Vermont Asbestos Corporation

◆◆◆

MINING and MILLING
ASBESTOS FIBRES

◆◆◆

Mine-Eden, Vermont, U. S. A.

General Offices
89 Broad St., Boston, Massachusetts

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wages, lowered their prestige.

Above all the strike brought forcibly to all concerned the need for good highways which could be used by motor transport. The strike was timed to occur during the height of the rainy season when roads were impassable, and motor transportation therefore impossible to any extent.

Exaggerations.

We do not understand the exact purpose served by statements of so marked exaggeration that no one could possibly believe them. An African newspaper states that on certain Asbestos properties, the engineer has estimated that profits will run about £19,000 per month. The capital of the Company is £100,000—surely a good return!

In another case of a newly formed concern, the fibre is said to be of very superior quality, up to 14 in. in length. Who wants a 14 in. fibre?

Captain Campbell.

The uses to which Asbestos can be put are seemingly endless. We have just learned that a ton of asbestos fibre was offered and accepted for helping to produce a hard surface on the track over which Captain Campbell made his recent attempt to achieve a world record for motor racing. It will be interesting to learn of the suitability of the material for the purpose mentioned.

British Comments on Molded Brake Lining.

We have been interested in comments made by an English manufacturer of Brake Lining on the Molded type, these comments having been published by the India Rubber Journal in its April 20th number.

This manufacturer says that conditions in England are the reverse of those in the United States, so far as brakes are concerned, English, French and Italian cars having used the internal rigid shoe brake for years, seldom if ever using a "band brake," and while the material known in the United States as molded lining is used to some extent on these cars, the highly compressed woven lining is regarded as the most satisfactory.

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RHODESIAN WHITE ASBESTOS

THE PRODUCT OF
NIL DESPERANDUM MINE
Shabani

TRANSVAAL WHITE ASBESTOS

SUPERFINE QUALITY
THE PRODUCT OF
THE AMIANTHUS MINE
Kaapsche Hoop

SOUTH AFRICAN BLUE ASBESTOS

THE PRODUCT OF
DOMINION BLUE ASBESTOS MINES (*Prop'y*)
LIMITED
Kuruman
(Formerly owned by Gillanders & Campbell)

Asbestos Fibres produced at the above named properties are offered for sale by:

THE ASBESTOS & ELECTRICAL FITTINGS CO. LTD.

4 LLOYD'S AVENUE
LONDON, E. C. 3. ENGLAND

TELEGRAPHIC ADDRESS: "VULBESTON"

CODES USED { BENTLEY'S
A. B. C. 5TH EDITION
WESTERN UNION
UNIVERSAL EDITION

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Note, however, that he says "the highly compressed woven lining." In fact he goes on to say that in the United States no attempt has been made until recently to produce fabric lining suitable for the requirements of heavy duty hinged shoe brakes, which is the reason that molded linings have come into such prominence in this country.

"We find molded lining useful in certain cases," says this manufacturer. "The coefficient of friction being lower than of woven compressed fabric, it suits conditions of shoe brakes with a high self-energising effect, such as the latest two-shoe Bendix Perrot brake; it also suits brake drums made from low carbon steel sheets, and is to some extent effective in reducing brake squealing, but where good quality well designed drums are available, we find no advantage in the molded composition over compressed woven fabric, and this is evidently the opinion of users in this country, as the vast majority are entirely in favor of compressed fabric."

This particular manufacturer, Ferodo & Asbestos, Ltd., has produced large quantities of molded composition for years, and therefore cannot be said to be prejudiced.

The U. S. Tariff Bill.

On May 7th the House Ways and Means Committee reported out a bill which affects the Asbestos Industry as follows:

	Old Duty	New Duty
Asbestos Textiles and all associated items	Ad. Valorem 30%	Ad. Valorem 40%
Asbestos Paper and Paper Products	25%	30%
Asbestos Cement Shingles (Gray)	25%	per lb. ¾¢
Asbestos Cement Shingles (Color)	25%	1¢
Magnesia (Carbonate)	per lb. 1½¢	1½¢
Magnesia (Oxide or Calcined)	3¢	7¢

This must be passed by both the House of Representatives and the Senate and signed by the President before becoming a law.

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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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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.

Scheerders - Van Kerchove United Company
(Ste Anme)
St. Nicolas (Waes)

QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

General Business.

Appears to be very much confused. Quite a few lines report big volume and satisfactory profit; there are other lines reporting good volume and very unsatisfactory profit, while others find volume low and losses are being encountered.

Basic industries appear satisfactory; building is picking up again; automobile production has broken all previous records; steel is also continuing its heavy operating schedules.

Asbestos—Raw Material.

One of our friends in the Raw Material Division of the Industry comments on the present situation as follows:

"The production of crudes and spinning fibres at Thetford Mines for last month was unusually bad —in fact, a great disappointment to the mines. This means that old contracts will take considerably longer before they are liquidated.

"The European market is still short of No. 2 Crude and spinning fibres and

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CONDITIONS

are pressing the mines for delivery on old contracts.

"All spining grades of Asbestos are firm in view of the fact the mines cannot take on any additional business.

"Deliveries of shingle fibres are not being urged as hard by European buyers as a year ago at this time.

"Large quantities of short fibres are available.

"There is no change in the Rhodesian or Russian importations, material being imported at about the same tonnage as the first four months of last year."

Manufactured.

The market for Asbestos Paper appears to be normal, both as to demand and price.

Aircell Insulation is seasonally falling off, both in demand and in price, a reduction of about two points to the jobbing trade being noticeable altho somewhat seasonal in character. So far as we can tell the market is firm at the new basis.



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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The Magnesia Insulation market is very firm; demand is greater than it has ever been known to be at this season of the year. All plants are reporting capacity production and prices are, of course, very firm under these conditions. The published level is 61% off, f. o. b. factory; in some cases commanding premiums for prompt delivery.

There is little, if any, change in the textile situation from last month. Demand for brake lining continues to be very large. It is reported that at least one large manufacturer who heretofore has never appeared in the textile industry, is making plans to manufacture molded brake lining.

Asbestos Cement Shingles are seasonally active, and with improved conditions in the general building line are expected to be quite satisfactory in volume thru the summer months at least. Prices are quite firm in all standard sizes, shapes and colors.

Loadings of revenue freight for the week ended April 20th, reached 1,004,156 cars, over 50,000 cars higher than for the same week in 1928 and 1927. Total loadings for the period from January 1st to April 20th was over 500,000 cars higher than for the same period of 1928, and almost 500,000 cars higher than 1927.

The position of the Brake Lining Manufacturers in Italy appears to be most unsatisfactory. Competition is so keen that the material is being sold practically at cost. This seems utterly absurd as the market is a protected one and there is no apparent reason why, by cooperation, the business should not be made a remunerative one for all parties. We understand a movement is now on foot to remedy a situation which is impossible and highly detrimental to the interests of everyone.

SLEEVING AND TUBNIG

Inquiries Invited

ATLAS ASBESTOS CO.
NORTH WALES, PA.

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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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2 Layers 1 Hair Felt

Pipe	1"	1¼"	1½"	2	2½"	3"	3½	4"	4½	5"	6"
1st. Layer	3/4	5/6	11/12	1 1/12	1 1/6	1 1/3	1 5/12	1 7/12	1 3/4	1 5/6	2 1/12
2nd. Layer	1 1/4	1 1/3	1 5/12	1 7/12	1 2/3	1 5/6	2	2 1/12	2 1/4	2 1/3	2 7/12
Total	2	2 1/6	2 1/3	2 2/3	2 5/6	3 1/6	3 5/12	3 2/3	4	4 1/6	4 2/3

Pipe	7"	8"	9"	10"	12"	14"					
1st. Layer	2 1/3	2 7/12	2 5/6	3 1/12	3 2/3	4 1/6					
2nd. Layer	2 5/6	3 1/12	3 1/3	3 2/3	4 1/3	4 2/3					
Total	5 1/6	5 2/3	6 1/6	6 3/4	7 5/6	8 5/6					

All Dimensions Given In Feet & Fractions of a Foot

2 Layers 1½" Hair Felt

Pipe	1	1¼"	1½"	2"	2½"	3"	3½"	4"	4½"	5"	6"
1st. Layer	1	1 1/12	1 1/6	1 1/3	1 1/2	1 7/12	1 5/6	1 1/6	2	2 1/12	2 1/3
2nd. Layer	1 5/6	1 11/12	2	2 1/6	2 1/4	2 5/12	2 1/2	2 2/3	2 3/4	3	3 1/6
Total	2 5/6	3	3 1/6	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5 1/12	5 1/2

Pipe	7"	8"	9"	10"	12"	14"					
1st. Layer	2 7/12	2 5/6	3 1/6	3 5/12	3 11/12	4 1/2					
2nd. Layer	3 5/12	3 2/3	3 11/12	4 1/6	4 3/4	5 1/4					
Total	6	6 1/2	7 1/12	7 7/12	8 2/3	9 3/4					

All Dimensions Given In Feet & Fractions of a Foot

2 Layers 2" Hair Felt

Pipe	1"	1¼"	1½"	2"	2½"	3"	3½"	4"	4½"	5"	6"
1st. Layer	1 1/3	1 5/12	1 1/2	1 7/12	1 3/4	1 5/6	2	2 1/12	2 1/6	2 1/3	2 7/12
2nd. Layer	2 1/3	2 5/12	2 1/2	2 2/3	2 3/4	2 11/12	3 1/12	3 1/4	3 1/3	3 1/2	3 2/3
Total	3 2/3	3 5/6	4	4 1/4	4 1/2	4 3/4	5 1/12	5 1/3	5 1/2	5 5/6	6 1/4

Pipe	7"	8"	9"	10"	12"	14"					
1st. Layer	2 11/12	3 1/6	3 5/12	3 2/3	4 1/6	4 2/3					
2nd. Layer	3 11/12	4 1/6	4 5/12	4 3/4	5 1/4	5 3/4					
Total	6 5/6	7 1/3	7 5/6	8 5/12	9 5/12	10 5/12					

All Dimensions Given In Feet & Fractions of a Foot

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CONTRACTORS AND DISTRIBUTORS PAGE

HAIRFELT FOR BRINE WORK

The tables on the opposite page have been worked out, and sent to us by Fred Sprinkman & Sons, 68-70 Reed Street, Milwaukee, Wis.

They show the amounts of hair felt required for brine work.

Our readers are invited to comment on these tables, particularly as to whether the materials used by various contractors check up with the amounts shown in these tables.

The tables are of a size convenient to slip into a loose-leaf pocket-size binder.

BUILDING

March figures for contracts awarded, show a decided increase over February. During March contracts for 15,945 projects were awarded, with floor space of 77,710,200 square feet, valued at $484,847,500; while the February figures were 9,749 projects, with 54,356,500 square feet of floor space, and a valuation of $361,273,900.

From January 1st to April 1st 1929, valuation of contracts awarded totalled $1,256,089,000; while during the same period last year, the total was $1,485,067,000.

The Semi-Annual Meeting of the American Society of Heating & Ventilating Engineers, will be held at Bigwin Inn, Lake-of-Bays, Ontario, June 26th to 28th. A copy of the technical program of this Meeting is in our hands, and may be examined by anyone interested.

AUTOMOBILE PRODUCTION

The production figures for the United States and Canada during March 1929 are much higher than those for February, the March figures being 625,354—584,733 for the United States and 40,621 for Canada. Of this figure 546,099 are passenger cars and 77,347 trucks, and 1908 taxicabs.

The March 1928 total was 430,783—413,314 in the United States, and 17,469 in Canada.

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Little Lessons in Selling

By John T. Bartlett

THE 3-5-7 RULE IN SELLING

This formula in selling is advanced by F. M. Chase, a big Denver sales manager, on the basis of many years of experience and observation. The figures refer to repetition of arguments or points.

"There are, roughly, four groups of prospects," he explained.

"Group No. 1: keen, alert, quick thinkers—have to be told three times to be sold.

"Group No. 2 have to be told five times.

"Group No. 3 have to be told seven times.

"Group No. 4 are the prospects you just have to make sign.

"Of course, these figures don't apply arbitrarily, but in substance they do. Moreover, a salesman can become so skilful that, meeting a prospect the first time, he can size him up, and know how many repetitions of the argument that sells he will have to make. How is he to know what argument will be the one to sell? That is a point of judgment, too.

"I have gone over a complete canvas three times because I didn't know which of the arguments I had would be the one to effect the sale. I repeated all.

"The big value of this formula is in the emphasis it places on repetition. Salesmen without number leave men they could have sold, but failed to sell, simply because they did not repeat the successful appeal. Repetition is absolutely essential in selling. From the practical standpoint, it may be necessary to repeat a group of arguments just because you don't know which one is going to make the impression. However, there comes the point when the prospect is weakening, and you can see how your shots are going home. Repeat them. Then, at exactly the right moment, close."

Try out this rule. Begin, as you meet prospects, to think in terms of repetition. How many times, to sell, will you have to repeat? Nineteen out of twenty salesmen do not repeat arguments enough. The formula contains practical help.

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ITALIAN

FINE YARNS — CLOTHS — TAPES

ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:—
SOCIETA ITALO RUSSA
PER L'AMIANTO

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

In the market for large or small quantities of

METALLIC YARN WASTE
ASBESTOS TEXTILE WASTE
SCRAP CLOTH—YARN CUTTINGS
LOOM SWEEPINGS
CARDROOM STRIPPINGS

Please send samples, stating quantities, to

LOUIS LEONARDIS

69 River Street — NEWARK, NEW JERSEY

South African Blue Asbestos

Prompt Shipments of All Grades

Grade "S" up to 3/8" in length of fibre
Grade "A" 3/8" to 3/4" " " " "
Grade "B" 3/4" to 1-1/4" " " " "
Grade "C" 1-1/4" to 2" " " " "

Also Transvaal White and all grades Amosite

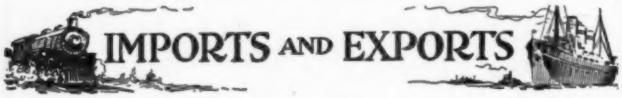
Samples and Quotations c. i. f. Any U. S. Port Can be Obtained Direct from

S. RHYS

59 - 60 Mark Lane, London, E. C. 3

Codes: BENTLEY'S & PRIVATE
Cables "AMISCOLLI" LONDON

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Imports into U. S. A.

Unmanufactured Asbestos.

	March 1928 Tons (2240 lbs.)	Value	March 1929 Tons (2240 lbs.)	Value
Africa (Br. S.)	362	$ 63,991	274	$ 43,579
Africa (Port. E.)	76	24,812	170	59,341
Austria	25	780	...	...
Belgium	50	6,085	...	...
Canada	15,297	585,054	17,971	657,600
Germany	67	20,501	92	29,849
Italy	4	1,108	35	3,888
United Kingdom	.	101	42	9,736
	15,881	$702,432	18,584	$803,993
Tabulation of Crude only:				
Africa (Br. S.)	340	61,286	274	43,579
Africa (Port. E.)	76	24,812	170	59,341
Belgium	50	6,085	...	...
Canada	446	114,884	473	136,140
Germany	67	20,501	92	29,849
Italy	4	1,108	6	2,721
United Kingdom	.	101	42	9,736
	983	$228,777	1,057	$281,366
Other Grades:				
Mill Fibre (Br. S. Africa)	22	2,705	...	...
Mill Fibre (Canada)	5,395	311,499	6,988	343,968
Lower Grades (Austria)	25	780	...	...
Lower Grades (Canada)	9,456	158,671	10,510	177,492
Lower Grades (Italy)	...	...	29	1,167
	14,898	$473,655	17,527	$522,627

Manufactured Asbestos Goods:

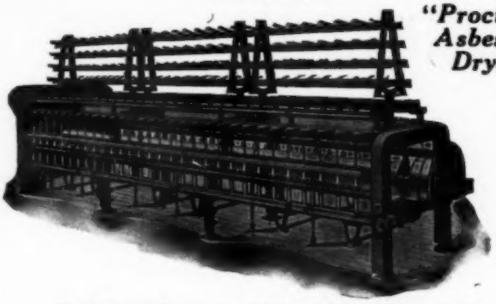
	March 1928 Pounds	Value	March 1929 Pounds	Value
Yarn—				
Germany	308	416	442	477
United Kingdom	35,753	10,004	4,722	2,190
Fabrics, Woven—				
United Kingdom	2,419	2,400	1,463	913
Packing, Fabric—				
United Kingdom	...	...	6,048	1,771

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ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

Seventh St. & Tabor Rd., Philadelphia, Pa.

Nederlandsche Asbest My.

ROTTERDAM (Holland)

P. O. BOX 803

Importers of Asbestos
Crudes and Fibres

Published by AsbestosClaims.Law
asbestosclaims.law/library/12163/45

	March 1928 Pounds	March 1928 Value	March 1929 Pounds	March 1929 Value
Packing, not Fabric—				
Austria	...	...	220	514
Belgium	...	...	367	35
Canada	8	3	...	...
Germany	1,176	342	1,487	741
United Kingdom	9,221	5,874	4,322	1,436
Shingles, and Slates of Asbestos Cement—	(inc. lumber)		(without lumber)	
Belgium	2,162,075	31,656	2,679,117	37,800
Canada	81,824	3,821	...	...
Cuba	...	...	1,257	58
France	7,535	512	...	...
Netherlands	459,484	7,875	49,148	803
Lumber of Asbestos Cement—				
Belgium			4,054	157
Canada	(included		21,750	1,729
France	in		286,640	3,730
Germany	above)		21	13
United Kingdom			822	150
Paper and Millboard—				
United Kingdom	...	...	448	90
Other Manufactures—				
Austria	1,074	243	112	297
Belgium	2,420	18	...	...
Canada	3,293	228	100	55
Germany	116	129	...	...
United Kingdom	11,583	3,544	192	216
Grand Total	*2,778,289*	*$67,065*	*3,062,732*	*$53,175*
Shingles, Slate, Wood and Lumber—By Districts.				
Florida	658,426	9,923	2,428,434	34,110
Galveston	465,707	7,067	142,532	2,002
Georgia	8,100	170	...	...
Maine & N. H.	15,184	397	...	...
Michigan	41,275	2,374	21,750	1,729
Mobile	407,207	5,674	67,240	807
New York	290,127	5,579	96,213	2,062
New Orleans	547,436	7,889	286,640	3,730
Philadelphia	86,129	1,408	...	...
San Francisco	113,052	1,703	...	...
St. Lawrence	12,390	371	...	...
South Carolina	52,910	630	...	...
Vermont	12,975	679	...	...
	2,710,918	$43,864	3,042,809	$44,440

Exports from U. S. A.

Exports of unmanufactured Asbestos during the month

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CYPRUS ASBESTOS COMPANY

LIMITED

The following is an unbiased opinion as to the merits of Cyprus fibre, expressed by a regular customer, who is one of the largest manufacturers of asbestos-cement goods in Europe, and whose products enjoy a world-wide reputation.

> "Cyprus fibre is of the true chrysotile type, possessing great tensile strength. The fibre is exceptionally clean, being entirely free from dust and talcose matter—so detrimental to asbestos-cement tile and sheet manufacture—while a remarkable feature is that in grading the fibres remain straight, unbroken and "lifey", and thus do not cause "clots" in manufacture, but are distributed equally through the cement, resulting in a product of uniform and exceptional strength. The fibres moreover separate easily, and require very little treatment by the manufacturer.

These valuable characteristics of Cyprus fibre are becoming more and more widely appreciated, as is evidenced by the fact that sales to the asbestos-cement industry have expanded from 3,000 tons in 1925 to 20,000 in 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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of February[1] 1929, totalled 13 tons, valued at $4,432; during the same month the previous year 104 tons, valued at $46, 934 were exported.

Exports of Manufactured Asbestos Goods:

	February[1] 1928		February[1] 1929	
	Pounds	Value	Pounds	Value
Paper, Mlbd. & Rlbd.....	98,701	$12,926	109,001	$ 9,961
Pipe Covg. & Cement....	158,013	9,227	397,564	19,912
Textiles, Yarn & Pkg....	103,436	65,619	204,244	117,078
Brake & Clutch Lining..	392,824†	75,277	602,011†	114,140
Asbestos Roofing	3,935‡	22,659	11,593‡	93,917
Magnesia & Mfrs. of....	284,637	20,902	735,993	58,915
Other Asbestos Mfrs....	149,288	21,168	355,790	45,243

Exports of Raw Asbestos from Canada.

	March 1928		March 1929	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	555	$ 39,700	215	$ 22,850
United States	6,912	481,115	8,870	571,314
Australia	195	14,625	155	11,625
Belgium	200	22,000	650	41,607
Denmark	...	...	80	5,200
France	281	32,305	975	76,859
Germany	348	40,980	635	86,350
Italy	210	23,050	...	...
Japan	590	31,400	514	31,525
Mexico	25	1,750	...	...
Netherlands	102	9,850	206	17,450
	9,418	$696,775	12,300	$864,780
Sand and Waste—				
United Kingdom	205	4,625	30	750
United States	10,612	166,719	12,594	204,512
British India	...	...	60	750
Belgium	61	1,580	...	...
France	60	1,500	10	250
Germany	150	3,750	...	...
Japan	15	375	...	...
Netherlands	55	1,375	...	...
	11,158	179,924	12,694	206,262
*Grand Total	*20.576*	*$876,699*	*24,994*	*$1,071,042*

† ll. ft. ‡ sqs.

[1]Exports one month behind Imports.

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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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ASBESTOS

Imports and Exports by England.

Imports of Raw Material.	March 1928 Tons (2240 lbs.)	March 1928 Value	March 1929 Tons (2240 lbs.)	March 1929 Value
From Rhodesia	721	£27,935	769	£34,693
From Canada	773	12,331	98	2,045
From Other Countries	1,139	37,294	799	22,642
	2,633	£77,560	1,666	£59,380
Re-Shipments	291	10,472	142	5,752
Exports of Manufactured Asbestos Goods:				
To Netherlands	88	6,743	57	4,150
To France	36	9,561	29	5,751
To U. S. of America	22	3,792	4	1,330
To British India	1,068	20,028	554	13,312
To Australia	39	5,159	50	6,262
To Other Countries	2,248	83,091	1,413	64,861
	3,501	£128,374	2,107	£95,666

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	April 1929 High	Low	Last
Carey (Com.)	100	8	332	325	327
Carey (Pfd.)	100	8	122	122	122
Certainteed (Com.)	np	–	25⅞	16½	22⅜
Certainteed (Pfd.)	100	7	55	47½	55
Johns-Manville (Com.)	np	3	187	162	183
Johns-Manville (Pfd.)	100	7	122	121	121
Ruberoid (Com.)	np	4	87	75½	85½
Southern Asb. (Com.)	np	2.25	37⅝	30⅜	33¼
United States Asb. (Com.)	np	3	48	45	45
Asb. Corp. (Com.)	np	–	14½	11	12
Asb. Corp. (Pfd.)	100	7	43	35	38
Thermoid (Com.)	np	–	31⅛	29⅛	29½
Thermoid (Pfd.)	100	7	99½	97	99
Thermoid (6s W/W 1934)	100	6	105	103	103¼
Raybestos (Com.)	np	3.20	80½	75	80

PRODUCTION STATISTICS (Continued from Page 49)

	Year 1927 Tons (2000 lbs.)	Year 1927 Value	Year 1928 Tons (2000 lbs.)	Year 1928 Value
Transvaal				
Amosite	5,091	£ 50,299	6,748	£ 68,949
Chrysotile	12,171	184,897	12,162	214,866
Blue	32	1,185	66	2,335
Cape				
Blue	4,839	106,900	5,077	113,400
	22,133	£343,281	24,053	£399,550

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Africa (Rhodesia).

	January 1929 Tons (2000 lbs.)	Value		
Bulawayo District.				
Croft (Afr. Asb. Mng. Co. Ltd.) ..	103.12	£ 2,217	2	0
Gordon (McCusker & Sauerman)..	26.25	525	0	0
Nil Desperandum & Sphinx (Afr. Asb. Mng. Co. Ltd.)	614.33	13,423	8	0
Norma (United Mng. & Gen. Tr. Ltd.)	34.05	681	0	0
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	1,734.80	34,696	0	0
Lomagundi District.				
Ethel (Rho. Chrome & Asb. Co. Ltd.)	28.00	560	0	0
Victoria District.				
Gath's (R. & Gen. Asb. Corp. Ltd.)	673.54	13,470	16	0
King (R. & Gen. Asb. Corp. Ltd.)	359.00	7,180	2	0
		£72,753	8	0
Less overdeclared on adjustment to 3/31/28 (Gath's)		6,394	4	10
	3,573.09	£66,359	3	2
Production during January 1928...	*2,967.03*	*£60,376*	*18*	*2*

Africa (Union of South).

	January 1928 Tons (2000 lbs.)	Value	January 1929 Tons (2000 lbs.)	Value
Transvaal				
Amosite	613.22	£ 6,413	911.90	£ 9,449
Chrysotile	1,106.92	19,947	1,619.78	24,505
Cape				
Blue	347.55	8,125	436.25	10,545
	2,067.69	£34,485	2,967.93	£44,499

Summary of Production by months was given in the April issue. Below find summary by "varieties" of material.

(See bottom page 48)

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Rhodesia Local Color

To most of us, especially here in America, Africa seems very far away, and we cannot picture satisfactorily life as it is lived in that country by those Europeans who have business interests there.

That is why we have been particularly interested in an editorial which appears in the March issue of the Rhodesian Mining Journal, part of which describes living conditions in Rhodesia.

"Many of those who do not know Rhodesia," says the author of this editorial, "have the impression firmly rooted in their minds that it is still a barbarous and semi-civilized country, and that in the Asbestos Districts especially, the methods of living are crude and uncomfortable in the extreme, with few of the ordinary amenities of life. Let us endeavor in some measure to correct this fallacy.

"In the Shabani area, where the climate is healthy and inviting, there are upwards of 8,000 natives employed, with a corresponding complement of Europeans. Resident within two or three miles radius of the Shabani Post Office there are between 700 and 800 whites, the greater number of whom are directly or indirectly connected with this flourishing group of fibre producers. There are many of the social amenities of more up-to-date localities, including two golf courses, and a large number of tennis courts, while on the Shabanie mine itself the excavations have been completed for a fine swimming bath. This month (March) it is hoped to open a new European hospital, a commodious and well designed structure which will cost between £7,000 and £8,000."

We wish our various readers in Africa would give us more information of this sort, so that we might know something of the living conditions in the various sections of Rhodesia and the Union which are of interest to the Asbestos Industry.



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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
LESTON & MOLLITH, S.A. — MOLL.
Telegrams "Mollith Moll"

Birthdays. Our birthday list this month includes Alvin M. Ehret, President, Ehret Magnesia Mfg. Company, Valley Forge, Penna., whose birthday is on May 15th; S. Simpson, President, Raybestos Company, Bridgeport, Conn., May 17th; C. W. Bunker, Treas. & General Manager, Multibestos Co., Walpole, Mass., May 19th; Chas. E. Barnhardt, President, Kubar Mfg. Co., Davidson, N. C., May 19th; W. C. Fisher, Treas., Russell Mfg. Co., Middletown, Conn., May 23rd; M. B. Barkley, President, General Asbestos & Rubber Co., North Charleston, S. C., May 27th; M. S. Sprague, 2nd Vice President, Plant Rubber & Asbestos Works, San Francisco, Calif., May 29th; F. H. Shipe, President, Asbestos Covering Company, Washington, D. C., May 31st; W. R. Seigle, Chairman, Johns-Manville Corporation, New York City, June 14th; and Chester H. Braselton, President, Worldbestos Corp., Paterson, N. J., June 14th.

The Thermoid Company declared an initial quarterly dividend of $1.75 a share on the 7% cumulative preferred stock, payable May 1st to holders of record April 11th.

Fibrax, Ltd. (Formerly W. Petrie & Co., Ltd.) 2 Tudor Street, London, E. C. 4, England, are now the sole manufacturers of the Fibrax Steam Valve Disc, and packing. The works are at Beckenham, Kent. Attractive Price Lists on these Valve Discs are in our possession. These Fibrax Valve Discs have been manufactured and developed over a period of fifteen years, and are eminently suitable for high pressure and high temperature steam unaffected by acids, alkalies, etc. The disc is an asbestos product and is made in a large variety of shapes suitable to any kind of steam trap, steam heater, etc., whether hand or automatically controlled, and cannot be disin-

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tegrated by mechanical pressure when in work.

Smith & Kanzler. The address of Smith & Kanzler, Insulation Manufacturers and Contractors, has been changed from 514-534 Washington Avenue, to 514-534 **Lidgerwood** Ave., Elizabeth, N. J.

Louis Leonardis, on May 1st, announced the removal of his New York Office to his warehouse at 69 River Street, Newark, N. J., where he will have larger quarters and better facilities to handle all grades of specialties and waste.

The United States Asbestos Company of Manheim, Pa., has recently appointed Colonial Traders, Ltd., their representatives and distributors of Grey-Rock products in Canada. Colonial Traders, Ltd., is an old, well-established house, with resident salesmen located at strategic points thruout the **Dominion.**

The Monograph on Asbestos being prepared by Capt. Jas. G. Ross for the Department of Mines of Canada, Ottawa, has been completed and forwarded to the Mines Branch. It is expected that it will be published and ready for distribution about the close of the year.

Mohawk Asbestos Slate Co., Inc., of Utica, N. Y., at its Annual Meeting held on March 22nd, elected the following officers: President, Charles S. Donnelley; Vice President, W. N. Kernan; Secretary, M. William Bray; Treasurer, O. Judd McKeown; Assistant Secretary, Miss H. M. Cronin; Assistant Treasurer, L. J. Oster.

The Russell Manufacturing Company of Middletown, Conn., announces the establishment of a new branch office at 2208 Commerce Street, Dallas, Texas, on May 1st. From this branch the states of Arkansas, Colorado, Kansas, Missouri, Oklahoma and Texas will be served with Rusco automotive, and aeronautical products and belting. C. H. Nugent, division manager in charge of this branch will have a service manager and credit manager for this territory. Complete stock of all Rusco products will be kept on hand.

Arrangements have recently been made by the Russell Manufacturing Company to act as national distributors of Rusco Dartmouth-Tex airplane cloth, one of the oldest and best known airplane cloths manufactured and used as standard equipment by most of the large manufacturers of military and commercial airplanes. The line of aeronautical products manufactured by the company includes aero rings, aero cord, safety belts, acid proof aero battery covers, surface tape, etc.

"Asbestos has Many Novel Uses" is the title of an article appearing in a bulletin issued by the Department of Commerce on April 12.

"Asbestos Cloth for the Rubber Industry" appears in the March 30th issue of the India Rubber Journal published at 37-38 Shoe Lane, Fleet Street, London, E. C. 4, England.

The Canadian Asbestos Company would appreciate having recipients of their new catalogue, acknowledge its receipt by

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using the postal found in the front of the catalogue. This will assure them that your copy has not been lost in transit.

Africa. Several new asbestos mining companies have been registered during the past month or so.

The Southern Amianthus Development Co., Ltd., has been formed with a capital of £18,000 divided into 72,000 shares of 5s. each. The £5,000 working capital has been privately subscribed and the first directors are Lieut.-Colonel G. Cresswell Clark, George Hay M. L. A., and S. Morel. It is stated that in the event of the development operations now in progress, disclosing sufficient quantities of high grade asbestos, London financial interests are prepared to float a company with a capital of £150,000 to acquire and work the property. The company has started development work on its block of 393 asbestos claims on the farm Uitkyk in the Barberton District. Favorable reports have been made on the property by two well known Rand Mining Engineers —J. J. Jones and W. F. H. Dudgeon.

The Kalkrans Asbestos, Ltd., has been registered as a public company with a capital of £17,500. Property is situated on the farm Rietfontein in the Carolina District. Chrysotile asbestos is found on the property. The directors are W. A. Harper, M. C., Robert Cohen, R. J. E. Clarke. MacNaughton & Co., Stock Exchange Bldgs., Johannesburg, are the Secretaries.

The Doornkraal Asbestos Syndicate has been formed to prospect a new Chrysotile asbestos occurrence discovered on the farm Doornkraal, Pietersburg District. Members of the Syndicate are said to be well known Johannesburg business men.

The Princess (Mashaba) Asbestos Mine. Directors of this Mine have been advised by the London group which has taken over the property that the £60,000 working capital has been underwritten in London.

John Gilpin Asbestos Mine, Limited, has been formed in Johannesburg, for the development of a discovery of chrysotile asbestos about a mile from the Jessie Mine siding on the Gwanda Railway in Southern Rhodesia. Capital is £30,000 in 5s. shares. Working capital £10,000, vendors take £12,500 in shares and £7,500 is held in reserve. A. P. Nellmapius and C. Kleudgen have joined the Board of Directors. Fibre is said to be of excellent quality.

Central Asbestos Company has exercised its option to purchase the farm Holkloof, on which large quantities of amosite of excellent quality are said to have been proved. A mechanical cobbing plant has been designed and is being ordered.

The Rosey Cross Asbestos Mines of Rhodesia, Ltd., was registered in London with a nominal capital of £750,000 in 1s. shares. The objects are to acquire certain mines and mining claims in Southern Rhodesia, known as Rosey Cross, Rev., St. Anthony, Price and Priceless Blocks, to prospect for, work and develop asbestos, tin, lead, wolfram, silver, gold, copper, coal, iron and other mines, minerals and other rights.

The Rhodesian & General Asbestos Corporation has declar-

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ed an interim dividend of 17½ per cent, which suggests a possible 35 per cent for the full year, against 25 per cent last year.

S. A. Consolidated Asbestos Ltd. M. Haskel has resigned from the position of Chairman and Managing Director, and Mr. Nielsen has taken his place. The plant at the property was expected to be in full working order during April.

Turner & Newall. It is announced that Turner & Newall have acquired the Montana Asbestos mine, one of the richest amosite areas in the Pieterburg District, from J. Haskel, a pioneer in this field. The price is given as £100,000.

Johns-Manville Corporation. Annnouncement has been made of the purchase by Johns-Manville Corporation, of the controlling interest in the Beton & Mollith Asbestos Cement Works at Moll, Belgium. It is planned to enlarge the plant to take care of European and South American trade, and ultimately to add textiles, insulating materials, brake linings, and other materials to the present lines. A. LaGuttuta of the General Office (Johns-Manville) New York, is Executive Manager of the Belgium plant.

The Foreign Division of Johns-Manville has been reorganized making it comparable to other divisions by dividing it into districts and sales territories under the direction of district managers and sales supervisors. The three districts created are the European, the Latin American and the Far East. S. Josi, formerly Sales Manager for Celite products abroad, will be the European District Sales Manager of the Foreign Division. His present headquarters are in London but later will be located in Antwerp, Belgium. Sales Offices will be maintained in London, Berlin, Paris. C. A. Girvin, Sales Manager of the Foreign Division has also been appointed Sales Manager of the Latin American District. A survey of the Far East District is at present being made.

A conference of the financial and accounting division was held at the General Office in New York, March 18, 19 and 20. It was attended by office managers, assistants and credit men from various company locations.

The Hixon Peterson Lumber Co. of Toledo, O., and its chain of twelve yards has recently been secured by Johns-Manville as full line distributor of J. M. roofing and building materials.

L. B. McMillan, Chief Consulting Engineer, uses an airplane for business purposes.

A new addition to the J. M. line is Sanacoustic Tile, a sound absorbing finish, to which the Company has acquired the exclusive manufacturing and sales rights. The finish was developed by C. F. Burgess Laboratories, Inc., Madison, Wis., and was formerly known as Burgess Sanacoustic Tile.

Another comparatively new feature of J. M. building material service is House Insulation which consists of particles of rock wool blown into the space between the outside walls and the interior plaster by a specially designed machine.

The purchase of assets and properties of the Weaver-Henry

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Mfg. Company of Los Angeles, was announced by Johns-Manville on March 1st. The Company manufactures asphalt composition shingles and roofings and will be operated by Johns-Manville as a separate and distinct organization. The entire personnel of the Weaver-Henry Corporation has been retained by the Purchasing Company. The plant is thoroly modern and covers four acres. Sylvester L. Weaver, the founder of the company, will continue as President, and William Henry, Vice President and General Manager.

Another recent acquisition of Johns-Manville is the purchase of the Preformed Asphalt Products Company, Inc., of Dayton, O. The plant which at date of purchase had not been operated by the former owners, was put in operation early in April. It is managed by L. J. Spangler, Superintendent of the Cincinnati Factory of Johns-Manville. The products include asphalt joints, blocks and planks.

For the quarter ended March 31st, 1929, Johns-Manville reports net income of $1,106,089, after depreciation, Federal Taxes, etc. After 7% cumulative preferred dividends, this is equal to $1.30 a share on the 750,000 shares of no par common stock outstanding. The first quarter of 1928 showed net income of $772,705, but did not, of course, include earnings of the Celite Company, Banner Rock Products Company or Weaver Henry Company, which were purchased subsequent to that date.

The recent rumor regarding the possibility of a merger between the Johns-Manville Corporation and American Radiator and Standard Sanitary Corporation has been denied by the officers of both companies.

Clarence M. Woolley, Chairman of the Board of American Radiator and Standard Sanitary Corporation was elected Director of the Johns-Manville Corporation at a Board of Directors meeting held April 30, 1929.

The Paraffine Companies, Inc. (connected with the Asbestos Industry by its recent purchase of the Plant Rubber & Asbestos Works) has recently established a London Office at Bush House, as European headquarters for the Company. F. M. Prince, Export Manager, and Robert Livingstone, European Manager will have their headquarters there.

Keasbey & Mattison Company. Jesse M. Weaver has resigned as General Sales Manager of Keasbey & Mattison Company, Ambler, Penna. His resignation, due to ill health, took effect May 1st.

Mr. Weaver is well known in the Asbestos Textile Industry, having been President of the Brake Lining Association of America for two years. He has been General Sales Manager for Keasbey & Mattison Company for five years, during which time its Woven Brake Lining, known as Ambler Autobestos has shown a 500% increase in sales.

Mr. Weaver's duties have been taken over for the present by H. W. Tuman, Assistant Sales Manager, who is well known in the trade.

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ELWOOD J. WILSON

Incorporated

350 Madison Avenue

AT 45TH STREET

New York : : N. Y.

CANADIAN

CRUDES — FIBRES — CEMENTS

Highest Quality

The Expert Examination of Asbestos Properties

High-Grade Asbestos Textiles

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

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

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PATENTS

Wallboard. No. 1,701,454. Granted on February 5th to Theodore E. Knowlton, Buffalo, N. Y., assignor to Certain-teed Products Corporation. Filed September 14, 1925. Serial No. 56,267.

Described as a building unit comprising a base support which is composed of a plaster body and a fibrous face sheet, and individual tiles attached to the face sheet of said base support, said base sheet co-operating with the plaster body to provide a rigid securing means for the tiles.

Process of Making Gaskets. No. 1,702,957. Granted on February 19th, to Francis Norwood Bard, Highland Park, Ill. Filed July 6, 1920. Serial No. 394,280. Renewed January 20, 1928.

Described as process of making composite gaskets and the like, which includes emplacing in a mold a backing element made of "red fibre" having exposed gasket backing surface, emplacing thereupon in said mold a wearing material comprising a rubber asbestos mixture and forming the same with a flexible joint wearing surface, the element of the wearing material being united during the forming operation.

Insulating Sheet and Method of Making. No. 1,704,174. Granted on March 5th, to Cecil M. Clarke, Chicago, Ill. Filed July 29, 1926. Serial No. 125,611.

Described as method of forming a corrugated insulating covering for pipes or the like, that consists in abruptly crushing and flattening those portions of the corrugated covering that will form the inner and outer ends thereto, to uniform thickness while leaving the intermediate portions relatively uncrushed.

Brake Lining. No. 1,704,963. Granted on March 12th to Harold E. Brey, Milwaukee, Wis., Assignor to Koehring Co., Milwaukee. Filed Dec. 29, 1926. Serial No. 15,775.

Described as a friction member of the class described, comprising a flexible strip composed of a plurality of segments, each tapering from one end toward the other uniformly to provide a maximum wear receiving portion.

Expansion Joint. No. 1,706,110. Granted on March 19th, to Albert C. Fischer, Chicago, Ill., assignor to Philip Carey Mfg. Co. Filed August 21, 1926. Serial No. 130,685. (Not Asbestos).

Heat Insulating Wall. No. 1,706,769. Granted on March 26th, to Lucien Buch, North Adams, Mass. Assignor to James Hunter Machine Co., North Adams, Mass. Filed Sept. 9, 1926. Serial No. 134,512. (Does not mention Asbestos).

Described as an insulating wall having spaced inner and outer sheathings and means connecting said sheathings, said means comprising elements secured to the respective sheathings, said elements extending into the space between the sheathings, a spacer member of heat insulating material separating said elements and a device of small cross sectional area extending thru said elements and the spacer member and uniting them.

Thick Sheets of Bonded Asbestos. No. 1,708,842. Granted on April 9th to John C. MacIldowie, Nashua, N. H., assignor to Asbestos Wood & Shingle Company. Filed November 15, 1927.

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ASBESTOS

Serial No. 233,380.

Described as the method of forming fibred concrete characterized by partially condensing the solid constituents of a mass of fibre-concrete by expressing of water from a water suspension thereof, then condensing a mass of similar water suspension by expressing water therefrom thru the formerly partially condensed mass to integrate the two said masses thereafter applied therefrom to the thus united masses, to effect maximum condensation by expressing therefrom of residual water of suspension and allowing the product to set.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of "ASBESTOS" (Insert title of publication.) published monthly (State frequency of issue.)

at Philadelphia, Pa. (Name of post office and State where publication is entered.) for April 1st, 1929 (State whether for April 1 or October 1.)

STATE OF Pennsylvania, } ss.
COUNTY OF Philadelphia }

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. S. Rossiter, who, having been duly sworn according to law, deposes and says that he is the Editor of the "ASBESTOS" (State whether editor, publisher, business manager, or owner.) (Insert title of publication.)

and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Name of—	Post office address—
Publisher Secretarial Service	1701 Winter St., Phila., Pa.
Editor A. S. Rossiter	Blue Bell, Pa.
Managing Editor A. S. Rossiter	Blue Bell, Pa.
Business Manager E. E. Cox	1134 S. 52nd St., Phila., Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

Secretarial Service composed of	
C. J. Stover	130 Summit Ave., Jenkintown, Pa.
A. S. Rossiter	Blue Bell, Pa.
E. E. Cox	1134 S. 52nd St., Phila., Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ____ (This information is required from daily publications only.)

A. S. Rossiter
(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 3rd day of April 1929

[SEAL.]

Wynne Bell
(My commission expires Jan. 20, 1930)

Form 3526.—Ed. 1925.

Note.—This statement must be made in duplicate, and both copies delivered by the publisher to the postmaster, who must send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of the entire matter in the second issue printed next after its filing.

POSTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

Asbestos Magazine, 1929, May 1929 Published by AsbestosClaims.Law
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THIS AND THAT

A sample of Zono Pipe Covering, manufactured by James Keeth, E. 1827 Sprague Avenue, Spokane, Wash., has attracted the attention of various visitors to our offices during the past month. The material at present is being made in small quantities and sold in and around Spokane only. Mr. Keeth also makes Zono Insulating Plaster for the insulation of houses. Readers will remember our describing Zonolite in these pages some months ago.

Colleen Moore, the actress, and Eleanor Dunbar Hall, the novelist—two artists indirectly connected with the Asbestos Industry. Perhaps others of our readers have sons or daughters who are famous in the arts or professions. If so we would like to know about them.

The world turns aside to let anyone pass who knows where he is going—The Shaft.

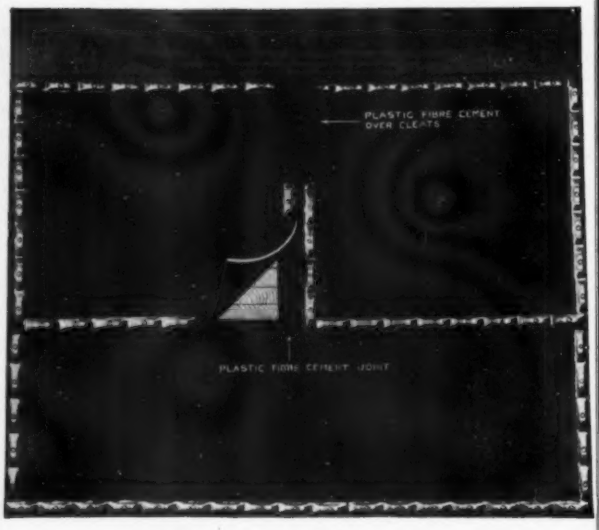
The Franklin Paint Company of Cleveland, is calling especial attention to the asbestos which forms one of the ingredients of its "Saveall Roofing." This roofing, or rather roofing paint, is described as "a heavy liquid asbestos roofing, specially compounded from indestructible rock asbestos, preservative oils, waterproofing gum and liquids."

We notice an ever growing tendency by manufacturers of various materials to call attention to the asbestos in their composition.

Wm. R. Seigle chairman of the board of directors of Johns-Manville Corporation sailed for Europe on May 4 on the Belgenland for the purpose of studying general business conditions in connection with the expansion of Johns-Manville activities in European countries. Mr. Seigel will visit Germany, France and Belgium.

April production is reported to be the largest monthly total recorded since June 1928.

Asbestos Magazine, 1929, May 1929
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CLASS "A" ROOFING

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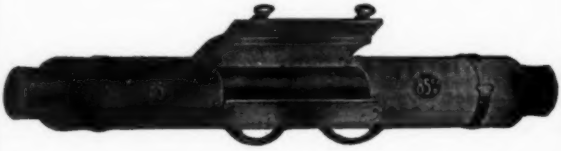
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