asbestos

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makes better brake lining, clutch facings, packings and textiles.

Asbestos is unlike anything else in the world. It is a mineral, yet it can be made into products that will neither burn nor melt.

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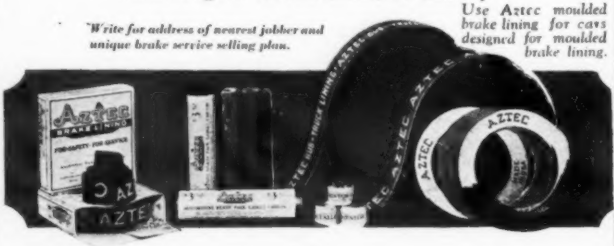
The name Aztec is easy to remember and worth remembering. Aztec means greater satisfaction and greater value in asbestos products.

THE ASBESTOS TEXTILE CO.

***Executive Offices:* 475 Fifth Avenue, New York City**

**Write for address of nearest jobber and unique brake service selling plan.*

Use Aztec moulded brake lining for cars designed for moulded brake lining.



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... ASBESTOS ...

A MONTHLY MARKET JOURNAL

DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

PUBLISHED BY

C. J. STOVER

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Lieut.-Colonel Robert F. Massie, D. S. O.

The New President of Asbestos Corporation Limited

The Asbestos Industry awaited with much interest the outcome of the meeting of shareholders of the Asbestos Corporation Limited, held on Wednesday, May 22nd.



The rather sudden death of W. G. Ross had left vacant the Presidency of this, the largest Asbestos mining company in Canada, and everyone understood the difficulty of electing on such short notice a worthy successor to Mr. Ross.

While the election of Lieut-Colonel Robert F. Massie came as a surprise to many, we believe we are correct in saying that the whole Industry welcomes Colonel Massie most heartily, as eminently qualified for his new position.

Colonel Massie is not new to the Asbestos Industry. In 1912 he organized the Black Lake Asbestos & Chrome

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Co., Limited, which took over the assets of the Black Lake Consolidated Asbestos Company, and for ten years Colonel Massie acted as its President and Managing Director. That was a period of development for the Black Lake Company. In 1922 it was sold to other interests.

Col. Massie has also won distinction as an executive in insurance circles in Canada, having been largely responsible for the success of the Dominion Fire Insurance Company, of which he is president. He is also a director and Canadian manager for the Northwestern National Insurance Company, Canadian manager for the Firemen's Insurance Company of Newark, and of three other insurance companies.

His early training in the insurance field took place with the Confederation Life Association of Toronto between 1893 and 1902. For four years he was on the staff of the Canadian General Electric Company but joined the Dominion Fire Insurance Company in 1906 and has been connected with it ever since. During the war he served in France in command of the 33rd Battery and was invalided home in 1917 severely wounded. He was awarded the D. S. O. in recognition of his work in command of the 33rd Battery at Hill 70. From 1920 to 1924 Col. Massie commanded the 3rd C. F. A. Brigade with headquarters at Toronto.

Colonel Massie has the best wishes of everyone in the Industry for his success in his new work.

ITALIAN

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The German Asbestos Industry-

And What Is Behind It

By G. Hirschfeld

It is characteristic of the present state of the German Asbestos Industry that not much is heard either of itself or of its progress in the upbuilding of its various industrial enterprises, as well as its sales organizations. This is the more surprising because the German Asbestos Industry occupies a rather important position among the industrial branches of that country. The tremendous technical progress which, during the last two decades, has been made in such branches as, for instance, the chemical and electrical, the airplane and film industries, naturally plays a very important role in the expansion of the German Asbestos Industry.

The lack of publicity on this particular German industry is due to the fact that the manufacturers of asbestos are not united in more or less influential organizations. They rather prefer to co-operate, if at all, in a somewhat loose kind of agreement. Another reason why so little is heard and written about the German Asbestos Industry is found in the fact that several large and potent manufacturers of asbestos do not limit their production to that particular product, but include in their schedule such other ware as rubber goods and those made of guttapercha, etc. These are the reasons so little is known about what has happened and what is happening in the German Asbestos Industry.

Since the war the production as well as the sale of Asbestos in Germany, has undergone very important changes. In 1913 the export of asbestos amounted to about 75% of the total production. Thru the war and the subsequent loss of such rich and densely populated territories as East-Upper-Silesia (now Polish), Alsace-Lorraine (now French) and others, the export possibilities were largely reduced. Consequently the sale of asbestos products grew more and more difficult, while the production was running along the same lines as before the war; indeed, it showed

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Eight standard grades

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Careystone Asbestos Corrugated Roofing and Siding
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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 Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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rather a tendency toward further growth and expansion than that of decline or reduction. In order to adapt the actual production figure to the possible sales volume, the German manufacturers in 1925 and 1926 made up their minds to limit their output. It seems, however, that this decision was not carried out to such an extent as to really cut down production, for soon afterwards a policy of underbidding was started, which (with the only exception of the year 1927, which showed a favorable balance for the asbestos trade) has lasted until the present day.

The severe cutting of sales possibilities is, as we have seen above, one factor which handicaps to a large degree the development of the German Asbestos Industry. The second factor, which is perhaps of equal importance, is the difficulty and inconvenience as to sources of supply of raw materials. It is surprising to note that these difficulties are ever growing worse, when Canada has increased its production since 1913 by over a hundred thousand tons, and other asbestos producing countries, with the single exception of Russia, have also greatly increased their production. If, in spite of this production increase, Germany has more difficulty than ever to purchase raw asbestos at satisfactory terms and conditions, and if in the face of the multiplied output, the prices are still further rising, it is well to remember that it is North America and its tremendous industry, which accounts for these somewhat surprising facts. The automobile and building industries of the United States absorb a very large part of Canadian production; on the other hand, the increasing cost of mine operation in the asbestos district in Canada, is responsible for the price policy that has been followed during the last few years.

The question of buying raw asbestos at a low price and in sufficient quantities is for the German Asbestos Industry perhaps the biggest problem. With a liberal supply of raw material, Germany would be able to meet international competition on the world market, whereas at the present time it is almost entirely limited to the domestic market, where the different manufacturers are competing with each other at cut prices. If the German Asbestos manufacturers would succeed in obtaining favorable sources of raw ma-

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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

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

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terial or if they could contract for it, this would, no doubt, largely influence this industry's position on the world market. It is from this point of view that the Russian market as a source of supply of raw asbestos gains increased importance. Many regard Russian asbestos fibre equal to the Canadian product, and while this promises an excellent future for the Russian material, it has not yet been possible to reach the capacity of 1913 altho it is known that American capital has taken a substantial interest in these efforts towards a higher production.

In view of the difficulty of German asbestos manufacturers to obtain much Canadian asbestos, it is clear that Russia might be destined to play a very important role as a supplier of raw asbestos to German manufacturers in the near future. The problem of low priced raw materials is undoubtedly a very essential one to the German industry; but it seems very important, on the other hand, that within the German asbestos industry a much better spirit of co-operation and mutual consideration could be evolved, than is actually the case. It is astonishing that the unfavorable proportion between production and sales has not led to any fusion or combination between the larger manufacturers and it is just as true that nothing has been done to bring into effect either a price convention or a cartel for the limitation of production down to a point where it adapts itself to the sales possibilities.

Thus, it can be said that the appearance of the German Asbestos Industry on the world market depends first on the strong combination of the existing plants and second on the securing of raw materials, which allow the production of merchandise at a price which can meet international competition without cutting prices to an extent as to eliminate the profit.

BUILDING

The upward trend of construction is continued in the April figures, contracts awarded for that month being reported as 19,948 projects, with 84,981,200 square feet of floor space, with a valuation of $642,060,500.

The figures for March were 15,045 projects, 77,710,200 square feet of floor space, and a valuation of $484,847,500.

Total of contracts awarded for the first four months of 1929 was $1,897,890,000, as compared with over $2,000,000,000 for the same period in 1928, 1927 and 1926.

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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

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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

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THETFORD MINES

Quebec, Canada

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The new mill at the Regal Mines which produces three grades of crude asbestos as well as high grade spinning fibre entirely by mechanical processes.



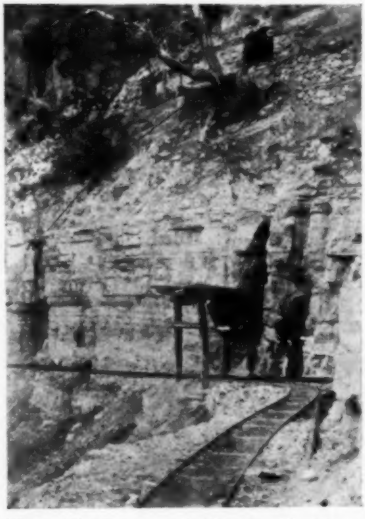
Power Plant (right), Blacksmith and Machine Shop (left) Mill in background

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Milling Crude in Arizona

Recently one of our readers made a trip thru the Asbestos producing districts in Arizona, where he met Mr. J. G. Ross of the Division of Mineral Resources, Department of Mines, Canada; Mr. Janitch; Mr. Lunn, acting for the Keasbey & Mattison Company, Mr. Draper, working for the Emsco Asbestos Company of Los Angeles, Mr. Knucky, resident manager of the Arizona Asbestos Association (controlled by Johns-Manville Corporation) and Mr. John L. Alexander, Superintendent of the Regal Asbestos Mines.

Our correspondent was interested in the new mill which was constructed at the Regal Mines during the second half of last year. This mill not only produces high-grade spinning fibre, but also three grades of Crude Asbestos, entirely by mechanical processes. All the asbestos bearing rock from the Regal Mines is milled without hand-picking and hand-cobbing, Crude Asbestos No. 1, 2 and 3 being produced entirely by mechanical means and two grades of spinning fibre and one grade of shingle stock also being turned out.



Main Haulage and Upper Workings at the Regal Mines

Since 1919, when the Regal Mine first began operation, it has preserved on separate dumps all the mill rock and cobbing shed screenings in such a way that this material, as well as the rock which is being mined

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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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at present, can be fed by gravity into the mill.

While no paper stock or lower grades of asbestos fibre are being produced in this mill now, all short fibre, at present constituting the refuse, is again accumulated on separate piles or dumps, in case later on, when better transportation facilities are available, it should prove profitable to also produce the lower grades of fibre in Arizona.

The other properties in this section, with the exception of the Arizona Asbestos Association, are in a state of development, and are only occasionally shipping small quantities of hand-cobbed crude, more or less in the nature of trial shipments.. The mill at the Regal Asbestos Mine, however, is so situated that it can treat asbestos bearing rock from properties in the vicinity, provided the rock is rich enough and the property close enough to overcome the slight handicap of additional transportation costs.

The Regal Mine has constructed a special bin for receiving customs rock, and has already concluded operating contracts with two properties nearby, from which rock is to be trucked shortly to the Regal Mill.

The Regal Mine has no affiliations with any asbestos textile manufacturer, but sells its product in the open market in the United States, in Europe and in Japan.

The photographs are recent ones and show the new mill and buildings connected with it, as well as the main haulage.

MACHINERY FOR SALE

Round and Square Packing braiders for sale, can be inspected in operation. Address 5EB-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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Sane Merchandising

The article "Hodge Podge," which was published in our December 1928 issue, and a reply "Distribution Channels," written by George W. Hinman, and published in the May number, have created quite a little interest among manufacturers and contractors of asbestos materials.

For the comments on this situation which are being published this month, we have adopted the title given by one of our readers, who calls his remarks on the subject "Sane Merchandising."

Unfortunately the three who have so far sent in their comments, do not wish to disclose their identity, principally because the name of the author at the head of the article might automatically prejudice the reader before he had time to read and properly digest the contents.

One of our Texan subscribers says:

"Being non-manufacturing contractors ourselves we of course believe that the manufacturer should not enter the contracting field and we are glad to report that this situation exists almost entirely in the State of Texas. The manufacturers depend almost entirely on the non-manufacturing contractors for application work in Texas. Both schemes have been tried out in this state and the present one apparently works better than any other as far as Texas is concerned."

A Mid-west contracting firm comments as follows:

"We believe the writer whose article you published in your May number has expressed some very good views on the subject, and his discussion contains food for thought worthy of the attention of any Asbestos contractor. We feel, however, that a great deal more depends on the contractor himself than would appear at first glance. If the contractor becomes well enough equipped with sales organization, engineers, warehouse facilities and erecting forces, to thoroly and properly cover his territory of operations, and last, but not least, with sufficient capital to purchase adequately and pay all bills promptly, then his ac-

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Bell
Asbestos Mines,

MINERS AND SHIPPERS
of

Asbestos

Capacity 50,000 Tons Per Annum

Crudes and Fibres

All Grades

Selling Agents

Keasbey & Mattison Co.,
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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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count should be of sufficient value to the factory whose insulation he handles that his efforts are not likely to be hampered by desire of the factory to contract in competition with him."

And then the one whose comments are headed "Sane Merchandising":

The Asbestos Industry is at last awakening to the realization that its value to the Commerce of the Country forces itself to give greater thought and attention to its merchandising methods. Well it should, because no industry is stronger than its policies and those who have been interested in the Asbestos Industry, who have devoted their lives to it, have watched its operations for many years, must frankly admit that they find today few changes toward modernization, compared to the sister industries that today are thriving and prospering.

Up until a short time ago this business sold the same products that were originally made. In many instances they not only lacked improvements in quality, but even degraded to lower levels. These products have been manufactured the same way, minus factory improvements, and have been sold in the same antiquated way, under the hit or miss sales and merchandising policy, for years.

One can hardly, with truthfulness, say that there has been a merchandising policy. Volume of sales has ruled this business, and this has been guided by the minds of the executives who have failed to grasp the crux of the situation. It is hard to decline business, and it is harder to restrict sales activity in fields where a manufacturer can see volume yet where that manufacturer should not become personally active. Therefore, when this desire for volume of business, from whatever source it can be obtained, so guides the policies of a manufacturer that all sane merchandising methods thru proper channels are entirely disregarded, the fight is on and the industry suffers and is stunted in its growth. We find the manufacturer competing with the wholesaler and jobber. He wants not only to sell his products but to apply them as well, and thus conflicts with the contractor and the other small organizations who have come into being for this purpose alone. In the

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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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end it is a general scramble for the business, bringing bad feelings and lack of harmony, which need not be.

Yet the Asbestos Industry is, today, truly on the upward trend. The participants are thinking, and thoughts bring analysis, and analysis brings remedies.

This is demonstrated in the last few issues of "ASBESTOS." The "Hodge Podge" articles that have lately appeared and which are so well formed into a general forum, show that there is an unrest and a desire for betterment. It is this forum that has prompted this article and it is hoped that these remarks will further stimulate the thoughts of other executives and help, at least to some extent, to right a bad situation.

Attack this problem by comparison. Look around you at the industries that you admire and that, today, are successful. Go into their operations, not as individual manufacturers, but considering the industry as a whole and determine why you are envious of their success. It will be found that the industry operates on a well defined merchandising policy. A manufacturer recognizes his channels of distribution and follows them. Each class of trade knows its limitations and you will find competition existing in each class but, not in the harum scarum manner with which you are now familiar.

If this brings success, can it not be adopted? Take enough time to list the advantages of the present system of selling, as followed by the contractor-manufacturer, then on the opposite side of these few advantages list honestly the disadvantages, as this writer has done, and there in front of you will be found the answer. Until this is realized and a stabilization of some sound policy is adopted, do not look for the Asbestos Industry among the leaders in our field of commerce.

Two manufacturers have definitely established a fundamental code of practice. Both have analyzed their fields and are following them. They are announcing their withdrawal from the contract field and have stated their policy to sell thru wholesale lines only. It has brought greater co-operation to their customers, a friendly feeling in the trade generally, and financial success. They have found time to devote to factory improvements and these two

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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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manufacturers have today developed greater factory efficiency than any other in the industry. What new products have been introduced and what new methods have been adopted, come from these sources. There must be some reason why these two outstanding companies have become leaders. Yet they have become so only since they have followed a sane merchandising plan. These facts are significant.

As an example of this adherence to a strict merchandising plan, the writer recently found that one of the organizations referred to, has established the policy of publishing its sales policy. Each piece of literature that it sends for advertising purposes has this written upon it. It is quoted below:

OUR SALES POLICY

———— Insulation Products have been known to the trade for more than thirty years. Each year we, as manufacturers, add new customers to our list of well satisfied older ones. This success and constant growth has been due to the adherence to a well defined and maintained policy. The quality of all goods manufactured is uppermost, and any wholesaler handling the ———— Products or any contractor applying them is assured that nothing can excel them.

To maintain a service that means **service** is the ideal of this organization. This covers prompt shipments, quick attention to correspondence, sales helps in the territory and complete information to the user of insulations.

The merchandising policy that gives protection to the jobber or wholesaler is one that has been found to be the most satisfactory. This is maintained constantly and sincerely, not because of any lack of interest in the contractor or plumber, but rather because it is known the average actual user prefers the carrying out of such a policy. The ———— Company endeavors in all ways possible to promote the friendship of everyone in the trade and to work in harmony and co-operation with the plumber and contractor to promote his interests and knowledge of insulating materials. Knowing a better service can be rendered by making his purchases thru a local wholesaler, we adhere strictly to this policy.

The Asbestos Industry can and will progress. How long it will take to establish it on a sound basis depends upon the component parts of the trade. The narrow minds of the executives who are old in the field have retarded its growth. They have felt that they have been successful because they have accumulated wealth from their operations,

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LOWERING Sales Costs

- - - WITH THIS MODERN HANDY CARTON PACKAGE

EASIER TO SHIP, STOCK, HANDLE AND DELIVER - - -

Each carton contains a full size Insulating Jacket, finished in a soft neutral tone of ivory—three wide gold lacquered bands - - - for fastening - - including solid insulating top piece - - - - - - - - - -

IT SETS UP IN FIVE MINUTES



MANUFACTURED AT NORRISTOWN, PENNA. BY THE NORRISTOWN MAGNESIA & ASBESTOS CO.

Send for Illustrated Folder

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a fact that could not be otherwise with an infant industry. They have not made the industry, the industry has made itself and them, and has grown like a weed to its present size but lacks the refinement and culture that only thought and co-operation can develop.

We are not looking at this picture from a standpoint of personal and individual gain for any one manufacturer. Those who have chosen the Asbestos business for their life work are proud of their business and are very anxious to see it succeed as an industry and take its place among the leaders of business today. It has great potential possibilities and should be exploited to the success it deserves. No individual has the right nor any manufacturer the privilege to stay in this field if it is with the feeling of selfish gain that retards the progress of the industry itself. When this as a whole has placed itself on a proper level and can be justly proud of its policies and methods of operations, all who have placed it upon this plane will benefit and the defects will be erased. Development of new products will automatically come because the leaders will find more time for research, greater factory efficiency and improvements will be had, and peace, harmony and co-operation will reign.

We invite other readers to join this discussion. What are your ideas on the subject? Others will be interested to read them.

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AND LISTINGS

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ATLAS ASBESTOS CO.
NORTH WALES, PA.

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

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J. Alfred Fisher

and the Bell's United Asbestos Company.

The amalgamation of Bell's United Asbestos Company with Turner-Newall, Limited, has brought these two companies prominently before the Asbestos public. We will endeavor to give in this article a brief history of Bell's United Asbestos Company, and a short biography of J. Alfred Fisher, for many years its active head; while we hope in some future issue to publish the same sort of information concerning the other party to the amalgamation.

Bell's Asbestos Company, Limited, was founded in 1888 by Mr. John Bell, to whom belongs the distinction of being the first to succeed in spinning Canadian Asbestos. The Italian variety was used almost exclusively at that time and very little attention paid to the new material found in Canada.

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Mr. Bell, however, collaborated with an expert firm of Lancashire cotton spinners—Turner Brothers—and together they developed the art of spinning Canadian asbestos. Mr. Bell later succeeded in having the British Admiralty adopt asbestos packing for use in the Navy, and his factory which was located in Southwark Street, being unequal to the demands upon it, he concluded arrangements with Turner Brothers under which they undertook to manufacture asbestos goods to his requirements for a period of years. In course of time this arrangement came to an end, Turner Brothers being free to enter the open market in competition with Bell's and the United Asbestos Company. Now, after a number of years, during which period both firms prospered, the two are amalgamated into the one company—the other compeittor—the United Asbestos Company having joined with Bell's some years ago.

The demand for Bell's products continued to increase, a new factory, warehouse and offices were erected in Southwark Street, and further factory and wharfage accommodation at East Greenwich were acquired, as well as asbestos deposits in Thetford, Canada, known as the Bell Asbestos Mines (now controlled by the Keasbey & Mattison Company.)

Bell's Asbestos Company and the United Asbestos Company were amalgamated in 1909, and the further amalgamation with Turner-Newall, in 1928, constitutes the largest Asbestos firm in the world.

J. Alfred Fisher, who at the time of amalgamation between Turner-Newall and Bell's, was Chairman and Joint Managing Director of Bell's, entered the Company in 1879, and says Mr. Fisher "My troubles then commenced." However, in spite of these "troubles" Mr. Fisher saw the Company, under his management, grow very successfully.

Mr. Fisher was born in Newark, Notts., England, April 12, 1851. He was educated privately and left home at the age of 13 to enter the service of the Midland Railway as a Booking Clerk. It appeared at that time that he might be permanently connected with the railway business, for after four years he was promoted to the head offices of the Company and made rapid progress.

Mr. Fisher is the author of several publications on

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1566 Union Trust Bldg., Cleveland, O.

Originators of Waterproof Conduit Filler

RIC-WIL

UNDERGROUND CONDUIT

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English Railways. One of these—"Fifty Years of Railway Progress"—is an exhaustive survey of causes and consequences of accidents on railways and a comparative review of the steps taken by the English Railway Companies to introduce improvements in Railway working.

A second book—"Railway Accounts & Finance," containing over 500 pages, has had a worldwide circulation among railway companies, including the United States of America, where official railway papers favorably reviewed the book. The book has passed thru four editions and is now out of print.

However, Mr. Fisher left the railway service in 1879, to join Bell's Asbestos Company, and up until his retirement, December 31st, 1928, has continued in the Asbestos trade, and with the same firm. When asked his favorite sport or hobby, he unhesitatingly says "Asbestos, which has occupied all my time and attention."

Mr. Fisher believes that at the age of 78 he is entitled to a little rest and recreation, and says that while he does not contemplate any further business activities, he can find plenty to do. He spent last winter in Algeria.

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CANADIAN RAW ASBESTOS
CRUDES — SPINNING FIBRES
PAPER STOCK — SHORTS

Inquiries solicited.

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Three Large Asbestos Manufacturing Companies Merge

The rather premature newspaper announcements of the merger of three large Asbestos manufacturing concerns, has created not a little interest thruout the industry.

While the merger is as yet not entirely an accomplished fact, there is little doubt that it will go thru as the plan of merger has been approved by a majority of holders of Common Stock of all three companies—The Raybestos Company of Bridgeport, Conn., the Manhattan Rubber Manufacturing Company of Passaic, N. J., and the United States Asbestos Company of Manheim, Penna., and June 17th, 1929, has been set as the last day on which deposits of stock can be made.

The plan contemplates that a corporation will acquire, directly or indirectly, by purchase, merger, consolidation or otherwise, all the assets of the three companies, and will assume all their obligations and liabilities.

The new company will have an authorized capital consisting of 1,000,000 shares without par value, of which it is planned to issue 631,012 shares in replacement of the shares of stock of the three companies mentioned. Prior to the consummation of the plan the outstanding issues of Preferred Stock of the Raybestos Company and the United States Asbestos Company will be called for redemption. The holders of common stock of the three companies will receive Common Stock of the new company in replacement of their present stock on the basis of 2¼ shares of stock of the new company for each share of Common Stock of the Raybestos Company; 1¼ shares of stock of the New Company for each share of stock of the Manhattan Rubber Mfg. Company, and 1-14/100 shares of stock of the new company for each share of Common Stock of the United States Asbestos Company. An additional 45,000 shares of Common Stock of the new company will be sold for cash to replace funds required for the retirement of Preferred Stock of existing companies, and for the general purposes of the new company. Upon the consummation of the plan the new company will have no funded debt, no

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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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preferred stock and ample working capital. It is expected that the new company will inaugurate a dividend policy resulting in a return to each stockholder on his holdings in the new company not less than the dividend return on his holdings of common stock in the present company. Application is to be made to list the stock of the new company on the New York Stock Exchange.

It is believed that combining the business of the three companies will bring about substantial economies, both in manufacturing and selling expenses, and the combined business will also make a better rounded and more complete industrial unit.

Duoface Shingles

The Asbestos Cement Shingle division is probably more progressive than any other part of the Asbestos Industry. We do not pretend to discuss the reasons for this, altho a very potent one may be that the article has more popular appeal than most asbestos products, and new styles and colors must be worked out to appeal to the public's whimsies.

However that may be, one of the latest developments places a really artistic asbestos cement shingle within the reach of even the more modest home builders. This is the Duoface Asbestos Shingle recently put on the market by the Ambler Asbestos Shingle & Sheathing Company.



Duoface Shingles laid in the popular Honeycomb Style

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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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This shingle is made in the more popular sizes and shapes, meaning the 16" square Honeycomb, the 12" square Honeycomb, and the 8"x16" American Method. It is in every way equal in quality to the plain colors, but, as will be seen by the illustration, it has a mottled effect. One side of the shingle is plain cement gray, the other being mottled in red, black and gray.

"The colors," says the manufacturer, "are embodied in the shingle during the process of manufacture. They are not merely pressed on the surface after the shingle is made but are part of the shingle itself. They will not rub off or brush off."

The price of these Duoface shingles is the same as that of the plain gray, and they therefore give a very artistic effect without any additional cost over the plain color.

And of course they have the same fireproof, economical and durable qualities as the plain asbestos cement shingles which, because of these qualities, are becoming more and more popular each year.

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

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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

ASBESTOS S.V.K. ST. NIKLAAS CEMENT

TRADE MARK

ASBESTOS-CEMENT
SHINGLES
CORRUGATED
SHEETS
AND LUMBER,

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

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

QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

General Business.

The Industrial Digest in commenting on the business trend, calls attention to the fact that while it would not have been at all an unfavorable sign had some seasonal decline in general trade occurred in May and even in April, nothing noteworthy has taken place in that direction. In fact April was another record breaking month, steel production continuing at about the March rate in April and showing no sign of falling off in May. The same is true of other industries, while the automobile industry is utterly astonishing. January automobile production was the highest for any January on record, February was higher than any previous month on record, and each succeeding month has exceeded the preceding one. A May production even equalling April will be amazing. Building is showing steady increase during the last few months, altho lower than usual at the first of the year.

[1]Preliminary reports for May place the total 6% under April.

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CONDITIONS

Asbestos—Raw Material.

There is no material change in the raw asbestos situation, conditions being about the same as reported by us in May, with the exception that spinners now have larger stocks of spinnable grades in their warehouses than at any time during the last two years.

Asbestos—Manufactured.

The insulation business, both as to pipe and boiler coverings and electrical insulation, is extremely active. Introduction of new power plants at two of the Magnesia factories and the announced expansion of plant capacity by a third, particularly in connection with insulations other than magnesia, indicates a very healthy condition in the insulation field. Naturally, with plenty of business, prices are very firm.

The paper and millboard market shows a little slowing up in demand; prices are about the same as last month, and fairly firm.

The textile business is apparently good, the two large mergers in this field indicating a fair degree of



TRADE MARK

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Lumber
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Decorative
Wall Lining
(patented)

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

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confidence in the future of the industry. The tremendous increase in automobile production means a continuing consumption of textile products.

The Asbestos Shingle market is firm; volume of shingle business is not quite as good as last year this time, due to reduction in home building activity; on the other hand, the increase in industrial building has raised the volume in corrugated sheathing and flat sheets, so that from a tonnage point of view we imagine the industry would show some advance when comparing this year with last.

On the whole the Asbestos Industry appears to be busy.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	May 1929 High	Low	Last
Asb. Corp. (Com.)	np	–	13½	11	11
Asb. Corp. (Pfd.)	100	7	41	38	38
Carey (Com.)	100	8	325	310	310
Carey (Pfd.)	100	8	122½	120	122½
Certainteed (Com.)	np	–	26¾	22½	24⅜
Certainteed (Pfd.)	100	7	64	55	64
Garlock Pkg. (Com.)	np	–	24½	23⅛	23⅜
Garlock Pkg. (6's Deb. 1939)	100	6	98	97½	97¾
Johns-Manville (Com.)	np	3	194⅝	152½	162
Johns-Manville (Pfd.)	100	7	123	121	121
Raybestos (Com.)	np	3.20	92⅝	79½	88½
Raybestos 8% pfd.	To be called at 110 re: merger				
Ruberoid (Com.)	np	4	85½	72½*	72½*
Southern Asb. (Com.)	np	2.25	36⅞	31½	31⅝
Thermoid (Com.)	np	–	29¾	28⅞	29
Thermoid (Pfd.) convt.	100	7	99½	96½	99
Thermoid (6's 1932 w/w)	100	6	104¼	97	97
U. S. Asb. (Com.)	np	3	48⅞	45	46⅛

*ex dividend

AUTOMOBILE PRODUCTION

Automobile Production for April showed increase over March, the April figure being 662,557 vehicles, which consisted of 571,617 passenger cars, 89,486 trucks, and 1,454 taxicabs.

Divided as to countries 620,656 were produced in the United States and 41,901 in Canada.

The March total was 634,528; and April 1928—434,315.

For the first four months of 1929, 2,208,251 vehicles were produced, compared with 1,441,589 for the same period in 1928.

Preliminary reports of May production places the figure at 624,000, which is 6% under April, and 36% above May of last year.

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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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Little Lessons in Selling

By John T. Bartlett

YOUR NUMBER OF CALLS TO SELL

He was himself a "wonder salesman,"—this manager of sales who made this amazing assertion to a group of his men:

"If you leave your first interview with a prospect without a sale, 60% of your chance to sell that man is gone! When you leave a second time, without an order, another 25% is gone—you have lost 85% of your chance to sell.

"On a third interview, unsuccessful, you lose another 10%. The chances of making a sale on subsequent calls are, together, only 5% of all."

Many a veteran at selling, reading this assertion, will be disposed to comment "Ridiculous!" Privately, the sales manager, we believe would have admitted the allegation as being true for some types of selling and under certain conditions. What he was attempting to do with these salesmen was to correct a widespread tendency toward weak-kneed selling. He knew that many of his men, lacking confidence in ability to sell fast, were making second, third, and fourth calls which were wholly unnecessary. He knew that, many times, sales which could have been secured on a first interview, were lost on succeeding ones. He wanted his men to get a vision of one-interview selling.

This holds true for any kind of selling—the importance of knowing how many calls are needed to sell. Of course, a great deal depends upon the individual prospect and the conditions. Here is a man whom, given plenty of time on a first call, you could readily sell. He is hard-pressed by work. You see an immediate sale is out of the question. So, carefully, you make the brief visit build you towards second.

The important thing, regulating number of calls, is to keep them to the lowest average number, because that spells greatest sale volume, and best remuneration, for yourself.

The great work of the world is accomplished not by geniuses, not by fools, but by the average hardworking man doing the best he can.—Laboratories' Data.

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CONTRACTORS AND DISTRIBUTORS PAGE

WAGE RATES IN VARIOUS CITIES

Several years ago we published the rates paid to Asbestos Workers in various cities, and noted changes from time to time as made. We believe the Insulation Contractors would be glad to have the full list published again, giving the present rates in sixty-eight cities for mechanics. Such a list is given below, the cities being listed alphabetically:

Akron, O.	1.25	New York City	1.50
Atlantic City, N. J.	1.25	Norfolk, Va.	1.25
Atlanta, Ga.	1.25	Oklahoma City, Okla.	1.12½
Albany, N. Y.	1.25	Omaha, Nebr.	1.25
Baltimore, Md.	1.37½	Philadelphia, Pa.	1.25
Birmingham, Ala.	1.25	Pittsburg, Pa.	1.56¼
Boston, Mass.	1.37½	Portland, Me.	1.37½
Bremerton, Wash.	.91	Portland, Ore.	1.25
Buffalo, N. Y.	1.37½	Providence, R. I.	1.25
Cedar Rapids, Ia.	1.00	Richmond, Va.	.87½
Chicago, Ill.	1.62½	Rochester, N. Y.	1.15
Charleston, W. Va.	1.25	Salt Lake City, Utah	9.00d
Cincinnati, O.	1.30	Seattle, Wash.	1.12½
Columbus, O.	1.25	St. Joseph, Mo.	1.15
Cleveland, O.	1.37½	St. Louis, Mo.	1.37½
Connecticut (under one local)	1.25	San Antonio, Tex.	1.25
Dallas, Texas	1.12½	Spokane, Wash.	1.12½
Dayton, O.	1.25	San Francisco, Cal.	.93¾
Denver, Colo.	1.00	Sacremento, Cal.	.93¾
Des Moines Ia.	1.00	St. Paul, Minn.	1.06¼
Detroit, Mich.	1.25	Springfield, Mass	1.25
Grand Rapids, Mich.	1.25	Sioux City, Ia.	1.25
Houston, Texas	1.25	Syracuse, N. Y.	1.25
Indianapolis, Ind.	1.32½	Tacoma, Wash.	1.12½
Kansas City, Mo.	1.25	Toledo, O.	1.25
Los Angeles, Cal.	1.12½	Toronto, Can.	.95
Louisville, Ky.	1.25	Trenton, N. J.	1.25
Madison, Wis.	.60	Tulsa, Okla.	1.12½
Memphis, Tenn.	1.25	Troy, N. Y.	1.25
Milwaukee, Wis.	1.15	Washington, D. C.	1.39½
Minneapolis, Minn.	1.06¼	Wichita, Kans.	1.15
Montreal, P. Q., Canada	.75	Winnipeg, Canada	.90
Nashville, Tenn.	1.00	Wilmington, Del.	1.25
New Orleans, La.	1.00	Youngstown, O.	1.37½

We believe this list to be correct, but if there are any errors, please advise us.

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Pioneers in Italian Asbestos

It is generally conceded that the earliest asbestos known came from the Italian Alps, but little is known of the actual discovery and mining of the Italian Asbestos until about 1865.

At about that time exploitation was started in the Lanzada territory, at Valmalenco, by John Fornonzini and Anthony Masa, who we believe, may be regarded as the pioneers of Italian Asbestos. These men, who were dwellers of Lanzada, carried on the mining to supply the precarious infant Asbestos Industry, until about 1880, when large stocks of Canadian Chrysotile thrown on the market practically ended their operations in Valmalenco Asbestos.



John Fornonzini *Anthony Masa*
Photo Taken 1868

The Asbestos appears in the serpentine belt of the Alps which cross the Valmalenco with a maximum breadth of about two miles. The veins of chrysotile along the abrupt zone are traceable on the denuded facades of the upright cliffs and stretch on about half the extent of the serpentine formation. Nearly the total output of the best Italian Crudes came from the mines in the Lanzada territory. The quantity is limited but the quality is exceptionally fine—70% of long fibre, 1½ to 12″, and often two to three feet.

The works, which do not employ over a hundred men, have until the present been conducted in the old fashion

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hand drill and back carrying of the production to the highway, which ends at Lanzada, about 3200 feet above sea level. The mines are at an altitude of from 5000 to 8000 feet The excessive cost of such primitive methods is evident, altho the Lanzada hand drillers are famed as the best in the region. The mining is done by tunnelling. A few years ago the Societa Cava Amianto di Valmalenco, Sondrio, a concern controlling all the Valmalenco Mines, set up aerial transport, Ingersoll drilling, crushers, mills (to recover part of the production lost in the derrick) and other machinery.

The Lanzada Mines play a capital part in the history of Asbestos Mining. It is quite likely that on its fields the earliest workings were started to furnish the first factory of the kind in Florence (Italy).

The information and photograph have been supplied by Gervazo Fornonzini, the son of the pioneer, John Fornonzini. Mr. Gervazo Fornonzini is a regular reader of "ASBESTOS."

New African Producers

We faithfully list in "ASBESTOS" all newly organized asbestos firms. Then we also list these in our card reference file, and every bit of new information is carefully recorded on the reference card.

But our readers should remember that the listing of these firms is no guarantee of their reliability or solidity.

And while the majority of these newly organized firms in Africa may be sincere in their purpose, neither is that sincerity any guarantee of their ability to make good. Enthusiasm, ignorance—are quite as responsible for wild promotions as is any desire to defraud.

Only a few days ago we received a sample of what looked to be a rather brittle form of amosite fibre, the person sending it advising that it was a good quality of chrysotile. The man was very evidently sincere, else he would have sent a better sample, and while we have endeavored to correct his impression of quality where no quality ex-

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ists we very much doubt whether he will believe us. Asbestos has a magic sound and many regard quality as an unimportant factor.

The African Asbestos Industry is developing importance with every passing day. There are many large deposits of very high quality material. But it is well to know intimately the organization back of them, and its ability to produce to standard, before making any definite connection.

The information contained in our reference files is available to anyone interested; or a special inquiry will be made if desired.

The Scarcity of Salesmen

I dropped into the office of an asbestos manufacturing concern not long ago and in chatting with the Manager, he casually mentioned that he was right then in need of about four good salesmen and it seemed impossible to get them.

When I expressed some surprise, he explained further that he could get any number of men who wanted to sell, but very few of them had either the knowledge, or the will to get it, necessary to hold down the position of salesman with his concern.

This Manager complained that many men whom he had interviewed could not even figure discounts correctly. He never hires salesmen without first giving them a few simple problems in the figuring of discounts—problems which they would have to solve for their prospective customers every day if they were employed. And nine out of ten of the prospective salesmen fall down on questions which any High School Boy ought to be able to answer correctly without any trouble.

Then there were others, perhaps clerks in his own office, who, while able to calculate prices, appeared to have no knowledge whatever of the qualities of the materials which they had been seeing, perhaps handling, every day. They had simply neglected their opportunities.

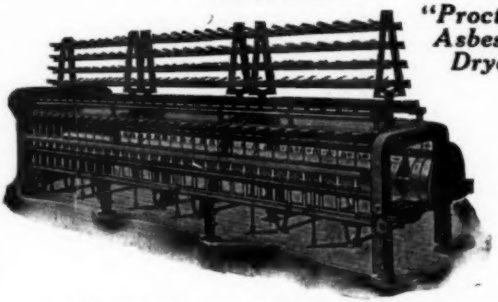
An instance of this sort comes to mind. A man had worked for a number of years in the capacity of clerk of a

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ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

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Nederlandsche Asbest My.

ROTTERDAM (Holland)

P. O. BOX 803

Importers of Asbestos
Crudes and Fibres

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firm which sold insulation. He decided there was more opportunity on the road than in the position which he then held (which was quite true.) He had a rather good personality, and the Sales Manager would have been glad to give him a chance as salesman, particularly as he needed salesmen at that particular moment. In talking with the man, however, he found that he really knew nothing of general insulation principles. For years he had worked as clerk, but had done practically nothing to fit himself for the more advantageous position of selling. He had seen plants and blue prints for literally thousands of heating installations, with never a thought that he might learn to figure the quantities. He had devoted no time at all to the study of the qualities of the various insulations the firm carried; he had no knowledge whatever of B. T. U.'s, the transmission of heat, and all the other many and various technical details which are necessary to know in order to tell your prospective customer just what insulation will be best for his installation, whether it will save him money, the best kind and size to use to obtain desired results with the least outlay of money, etc., etc. And since the firm was a large one, and had all these engineering details in printed form, it was not a case of being unable to obtain such information for study. The man simply was not interested in the details and evidently had no idea they were essential to the selling of the materials. Naturally he was not given a selling position. It would have only done the company and himself harm, for he would most surely have failed.

Years ago it was possible to sell on merit alone, or even on a salesman's statement that the merit was there. In these days of highly developed industrial expansion, the salesman must know exactly what his materials will do, which one of them will perform the particular work required most efficiently and at least cost, or whether a combination of materials would be the better solution.

In many divisions of the Asbestos Industry an engineering training is highly desirable, if not absolutely necessary. But to those who have not had this opportunity, there are innumerable ways to get knowledge which you must have to be a topnotch, high-powered salesmen of insulation or other asbestos materials.

There are, in the first place, night schools and cor-

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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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respondence schools, teaching a wide variety of subjects. Lately the larger concerns conduct short term schools for the benefit of salesmen or would-be salesmen. No employer will refuse to give you all the information he has, or can obtain, which will help train you to sell his materials; this magazine will be glad to help by supplying any and all information on the subject of asbestos and insulation which we have here or can obtain thru our wide circle of readers.

Many employers are up against the same sort of problem as the Manager mentioned in our first paragraph, and under those circumstances will encourage and help you all they possibly can.

It is all very well to study courses in salesmanship—gaining an audience, method of approach, how to close, etc., etc., but without a real knowledge of the underlying principles of your materials, so that your statements may convince your prospect, you will get nowhere.

If there was ever a text written for the benefit of salesmen, it is "Get knowledge and with thy knowledge get understanding."

Rubber-Tex-Tile

Rubber-Tex-Tile is a decorative flooring made of a combination of especially prepared asphalt compounds, asbestos fibre and mineral fillers, with proper pigment for coloring. It is manufactured in flat tiles, in red, green, brown, tan and black, and can be laid in a number of attractive designs.

This flooring was formerly manufactured by the E. N. Biegler Mfg. Company of Chicago, who developed it about seven years ago. Recently the Johns-Manville Corporation purchased the E. N. Biegler Mfg. Company and will shortly begin producing Rubber-Tex-Tile at its own factories—Waukegan, Manville, and possibly on the Pacific Coast, as well as at the Chicago factory formerly owned by the Biegler Company.

It is comparatively easy to train people to solve problems when they are stated, but the man who can see a new problem and state it is the man who makes the real advance.—Slices.

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Asbestos Fibre

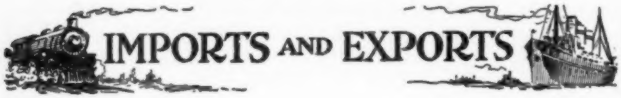
for the manufacture of

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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Imports into U. S. A.

Unmanufactured Asbestos.

	April 1928 Tons (2240 lbs.)	April 1928 Value	April 1929 Tons (2240 lbs.)	April 1929 Value
Africa (Br. S.)	351	$ 56,898	410	$ 90,425
Africa (Port. E.)	361	91,603	139	55,894
Africa (Other Port.)	25	5,135	...	...
Austria	1	29	...	...
Belgium	..	..	60	9,956
Canada	14,270	547,759	18,334	704,060
Germany	61	17,259	278	87,370
Italy	..	...	16	2,462
United Kingdom	27	9,003	4	670
	15,096	$727,686	19,241	$950,837
Tabulation of Crude only:				
Africa (Br. S.)	306	52,387	410	90,425
Africa (Port. E.)	361	91,603	139	55,894
Africa (Other Port.)	25	5,135	...	...
Belgium	..	..	60	9,956
Canada	323	82,848	350	101,286
Germany	61	17,259	278	87,370
Italy	..	...	16	2,462
United Kingdom	27	9,003	4	670
	1,103	$258,235	1,257	$348,063
Other Grades:				
Mill Fibre (Br. S. Africa)	45	4,511	...	...
Mill Fibre (Austria)	1	29	...	...
Mill Fibre (Canada	5,966	332,466	7,906	441,787
Lower Grades (Canada)	7,981	132,445	10,078	160,987
	13,993	$469,451	17,984	$602,774

Manufactured Asbestos Goods:

	April 1928 Pounds	April 1928 Value	April 1929 Pounds	April 1929 Value
Yarn—				
Germany	1,104	$ 959	2,097	$ 1,108
United Kingdom	29,840	9,428	251	239
Fabrics, Woven—				
Germany	226	267	...	...
United Kingdom	1,407	798	5,141	3,017

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	April 1928 Pounds	Value	April 1929 Pounds	Value
Packing, Fabric—				
Austria	...	...	844	541
United Kingdom	...	...	100	136
Packing, not Fabric—				
Austria	...	...	999	2,786
Belgium	623	299	...	...
Canada	...	...	1,150	79
France	...	...	2,249	1,774
Germany	3,385	981	1,900	1,136
United Kingdom	3,580	1,327	5,847	1,998
Paper and Millboard—				
Belgium	200	18	...	...
Canada	50	21	...	...
United Kingdom	...	...	40	76
Shingles and Slates of Asbestos Cement—	(inc. lumber)		(without lumber)	
Belgium	579,404	9,433	1,061,071	16,924
Canada	43,615	2,485	35,400	614
France	859,350	12,275	384,667	5,620
Germany	71,223	1,354	193,880	3,146
Italy	767	21	...	...
Netherlands	321,564	5,658	442,438	6,865
Lumber of Asbestos Cement—				
Cuba	(included in above)		2,340	90
Other Manufactures—				
Belgium	110	40	...	...
Canada	165	33	...	...
Germany	1,947	515	341	174
United Kingdom	...	...	2,809	1,409
	1,918,560	$45,912	2,143,564	$47,732
Shingles, Slate, Wood and Lumber—By Districts.				
Florida	117,412	1,906	209,326	3,036
Galveston	342,746	5,355	160,406	2,396
Georgia	...	...	135,390	2,025
Massachusetts	113,715	1,822	...	...
Michigan	40,935	2,330	...	...
Mobile	68,343	1,084	411,575	6,285
New York	192,913	5,798	44,918	908
New Orleans	912,485	11,401	809,347	11,840
Philadelphia	84,694	1,375	313,434	6,155
St. Lawrence	2,680	155	...	...
Maine and N. H.	...	...	35,400	614
	1,875,923	$31,226	2,119,796	$33,259

Exports from U. S. A.

There were no exports of unmanufactured Asbestos during March 1929; during March 1928, 72 tons were exported, valued at $38,054.

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Exports of Manufactured Asbestos Goods:

	March 1928[1] Pounds	Value	March 1929[1] Pounds	Value
Paper, Mlbd. & Rlbd....	165,609	$12,596	269,848	$24,092
Pipe Covg. & Cement...	611,763	38,443	594,739	30,938
Textiles, Yarn & Pkg...	159,944	83,874	174,524	89,011
Brake & Clutch Lng....	681,792†	123,614	755,080†	134,520
Asbestos Roofing.....	4,532‡	21,279	8,158‡	45,390
Magnesia & Mfrs. of...	442,924	21,936	579,625	35,507
Other Asb. Mfrs.....	149,444	25,479	526,499	56,538

† lb. ft. ‡ sqs.

[1] Exports one month behind Imports.

Exports of Raw Asbestos from Canada.

	April 1928 Tons (2000 lbs.)	Value	April 1929 Tons (2000 lbs.)	Value
United Kingdom	80	$ 11,750	85	13,125
United States	5,298	342,177	6,647	426,326
Australia	165	12,875	...	...
Belgium	215	22,375	852	53,990
Denmark	55	3,850	...	...
France	400	26,950	75	8,625
Germany	200	13,360	200	26,300
Italy	217	16,290	260	19,475
Japan	260	15,825	1,217	64,650
Netherlands	98	10,315	33	4,125
	6,988	$475,767	9,369	$616,616
Sand and Waste.				
United Kingdom	...	...	90	2,187
United States	7,522	112,227	8,689	137,028
France	...	...	40	1,000
Germany	300	7,500	...	...
Netherlands	140	3,450	...	...
	7,962	123,177	8,819	140,215
	14,950	$598,944	18,188	$756,831

Imports and Exports by England.

Imports of Raw Material.

	April 1928 Tons (2240 lbs.)	Value	April 1929 Tons (2240 lbs.)	Value
From Rhodesia	2,090	£ 75,977	842	£35,298
From Canada	63	1,900	277	7,201
From Other Countries	1,174	40,727	1,167	33,765
	3,327	118,604	2,286	76,264
Re-shipments	126	3,540	96	4,698

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Exports of Manufactured Asbestos Goods:

To Netherlands	72	£ 4,758	89	£ 5,350
To France	64	9,884	31	5,576
To U. S. of America	16	2,414	4	1,173
To British India	676	16,299	989	18,160
To Australia	32	5,440	41	5,661
To Other Countries	1,462	62,413	1,574	63,522
	2,322	£101,208	2,728	£99,442

Asbestos Protects the Wall

Pro-Tex-Wall is a new wall register illustrated by the Auer Register Company of Cleveland, O., in recent advertisements.

The particular point of interest in this register, not only to our readers but to the general public, is the fact that it is "sealed" with an asbestos cushion or strip, which does away with the streaky walls encountered wherever wall registers are used.



The illustration shows the manner in which the Asbestos strip is clinched to the metal frame, which slips into the register box forming an asbestos cushion between the register box and the back frame of the register, preventing leakage of air which in turn causes streaked walls.

And of course asbestos is used because it is fire resistant.

Just another illustration of the manner in which manufacturers of various products are featuring asbestos as an added incentive to the public to buy.

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ASBESTOS



Africa (Rhodesia)

	Tons (2000 lbs.)	February 1929 Value
Bulawayo District.		
Nil Desperandum & Sphinx (Afr. Asb. Mng. Co., Ltd.)	120.30	£ 2,595 0 0
Norma (United Mng. & Gen. Tr. Ltd.)	25.73	514 10 0
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	287.05	5,741 0 0
Lomagundi District.		
Ethel (Rho. Chrome & Asb. Co. Ltd.)	14.00	280 0 0
Victoria District.		
Gath's (R. & Gen. Asb. Corp. Ltd.)	500.82	10,016 8 0
King (R. & Gen. Asb. Corp. Ltd)	43.70	874 0 0
		20,020 18 0
Less overdeclared on adjustment to 3/31/28 Gath's		6,394 4 11
	991.60	£13,626 13 1

Africa (Union of South)

	February 1928		February 1929	
	Tons	Value	Tons	Value
Transvaal (Amosite)	433.00	£ 4,330	754.60	£ 7,888
Transvaal (Chrysotile)	973.00	16,539	1,293.13	21,280
Cape (Blue)	445.31	9,358	383.52	9,588
	1,851.31	£30,227	2,431.25	£38,756

Cyprus (Tons—2240 lbs.)

	1928	1929
January and February	None	None
March	49 tons	28 tons
April	720 tons	1,151 tons

Readers who may have set down and totalled the figures given for each month of 1928 as amount produced in Cyprus, perhaps noticed a discrepancy of 49 tons between their total and the total for the year given in our February 1929 number. This 49 tons was really produced in March 1928 (as noted above) it being reported at that time that there was no fibre produced in March.

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NEWS OF THE INDUSTRY

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

Birthdays. It is a pleasure this month, to congratulate the following gentlemen on the occasion of their birthdays: L. B. Palmer-Ball, President, Palmer Asbestos & Rubber Corporation, 2741 Clybourn Ave., Chicago, Ill., whose birthday occurs on June 29th; George L. Hammons, President, United States Asbestos Company of Illinois, 619 Washington Blvd., Chicago, Ill., July 4th; O. J. Garlock, President, Crandall Packing Co., Palmyra, N. Y., July 5th; Charles S. Wood, President, Charles S. Wood Co., 27-31 Lombardy Place, Newark, N. J., July 6th; R. P. Doucet, General Manager, Asbestos Corporation of Canada, Thetford Mines, P. Q., Canada, July 7th.

The Belmont Packing & Rubber Company of Philadelphia, suffered the loss of its flax spinning and braiding unit when that department, located at Sepviva & Butler Streets, was destroyed by fire early in the morning of May 20th. The fire started in the oil-dripping room, and owing to a shortage of city water, was difficult to check.

The loss is fully covered by insurance, however, and the other three units of the plant—the Asbestos Textile Department, Packing Department, and Rubber Mill—remain intact except for slight damage by water.

The department which was destroyed contained very valuable machinery, imported from abroad and therefore taking some time to replace, but this did not hinder the active operation of the plant, and things were in working order within two weeks after the damage occurred.

The Philip Carey Mfg. Company. A. L. Spafford, for a number of years identified with the Research and Labor Control Departments at the general plant of the Philip Carey Mfg. Company, Cincinnati, Ohio, has been appointed manager of the

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Plymouth Meeting plant of that company.

T. A. Griffiths, former manager of the Plymouth Meeting plant, has been appointed to the general engineering and construction department at the main works in Cincinnati, Ohio.

The Philip Carey Mfg. Company has just completed and put in successful operation a new high pressure boiler plant at its Plymouth Meeting, Pa., works which is of great interest and being visited by many prominent engineers thruout the East.

Smith & Kanzler. In noting, in our May number, change of address of Smith & Kanzler, we inadvertently referred to that firm as "Contractors." This was in error as Smith & Kanzler have never taken on contract work of any sort and have no intention of doing so. The firm manufactures Asbestos Products. Also the change in address was a change in the name of the street, rather than change of location of the plant.

J. C. V. Wildman, formerly London Manager of British Fibro Asbestos Products, Ltd. (which is closing down and ceasing to manufacture asbestos sheet jointing and gaskets) has accepted the position of Sales Agent for the British Belting & Asbestos Company, Limited, 59 Southwark St., London, S. E. The works of the latter company are at Cleckheaton in Yorkshire.

Johns-Manville Corporation. Alfred P. Sloan, Jr., President of the General Motors, and George B. Everitt, President of Montgomery Ward & Co., were elected to the Board of Directors of the Johns-Manville Corporation at a meeting of the Board, held Tuesday, May 28th.

J. H. Walters, formerly manager of the Flooring Department of the U. S. Rubber Company, has been appointed Staff Manager of the Decorative Flooring Section, with headquarters at New York City, Mr. Walters having charge of the sale of Rubber-Tex-Tile, mentioned elsewhere in this issue.

E. N. Biegler, formerly President of the E. N. Biegler Company, will remain with the Johns-Manville Corporation (which has recently purchased the Biegler Company) as consultant. L. E. Biegler will be on the Western Division Staff, and Paul Biegler, formerly in charge of factory operations of the E. N. Biegler Company, has been transferred to the Waukegan factory.

An arrangement has been made by Johns-Manville Corporation by which they will manufacture a line of asbestos cement shingles to be sold by the Flintkote Company under the name of "Rex" asbestos shingles.

Italian Asbestos. It is reported that British interests are acquiring important asbestos deposits in Italy and that the properties contain thousands of tons of high grade long fibred asbestos. An early prospectus for the flotation of this company on the London market is anticipated.

Cape Asbestos Company. During the last month there has been a certain amount of activity in the shares of the Cape

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Asbestos Company Limited, in anticipation of the forthcoming publication of the Accounts for 1928.

Cape Asbestos Company. L. Breitmeyer, Chairman of the Cape Asbestos Company, Limited, has recently returned to England from a three months trip in connection with his various interests in South Africa.

Beldam Asbestos Company, Ltd., of Hounslow, Middlesex, England, in an effort to cope with the increased demand for Beldam materials, is erecting a new brick and steel structure 120 feet by 60 feet. New and uptodate machinery will be installed in this building for the manufacture of their Lasca; V. Duplex and other steam and hydraulic packings.

New recreation and mess rooms for the Works' Staff of the Beldam Asbestos Company, have been completed, and the company reports that their organization is, and has been, backed by a loyal and happy family of workers, without a single serious dispute in nearly forty years.

A German paper, "Der Filzwaren-Markt," Dresden-Leubnitz (Germany) mentions in its April 5th issue, the use of Asbestos Powder in combination with felt-tailings, bitumen, pitch or tar, for the manufacture of a flooring material.

'The Nature and Origin of the Amphibole Asbestos of South Africa." Our attention has been called to an article under the above title, written by M. A. Peacock, Commonwealth Fund Fellow, from the University of Glasgow, which appeared in the July 1928 issue of The American Mineralogist, published by the George Banta Publishing Company, 450-454 Ahnaip Street, Menasha, Wis. A copy of the issue in which the article appears, can be obtained by addressing the publishers, and enclosing thirty cents.

Rhodesian & General Asbestos Corporation report a rich asbestos strike at its Birthday property at Shabani, during thirty cents, or we will be glad to lend the article to anyone interested.

The John Gilpin Asbestos Property was mentioned in our May issue. According to the April 13th issue of the S. A. Mining and Engineering Journal, E. H. A. Cohen, M. A. I. M. E., F. R. C. I., mining consulting engineer, has reported favorably on this property, which is situated in Gwanda District, Southern Rhodesia.

The Central Asbestos Mines of S. A., Ltd., has been mentioned in previous issues. The first directors are J. C. Bitcon, W. H. Carlin and J. S. Richardson. It is said that the fibre being opened up on the properties under development, is white amosite of very good quality, and large quantity. Capital of the company is £65,000 in 260,000 shares of 5s. each. Of this £40,000 is working capital, of which £10,000 is required for the purchase of Holkloof, and a maximum of £20,000 for the purchase of claims. The vendors receive £10,000 for their rights and subscribed for 32,000 shares at par. The remaining £15,000 is held in reserve.

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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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The Chunes Asbestos Limited, which was formed about a year ago by J. S. Hancock, for the mining of amosite asbestos in the eastern end of the Pietersburg fields, nearest to Pietersburg and the railway, is, according to the S. A. Mining & Engineering Journal, progressing very favorably; in fact it was the first undertaking to earn a regular income, due principally, of course, to the fact that J. S. Hancock is interested in Asbestos Manufacturing plants in Johannesburg, and can use a fair proportion of production.

The fibre horizons on this property are in most cases practically vertical, which makes for easy open-cast methods of working, of which due advantage has been taken.

The Asbestos Brake Lining Association will hold its next meeting on Wednesday, June 19th, at the Transportation Club, Biltmore Hotel, New York City.

The Ferguson Asbestos Company of New York City, is now located at 606 First Avenue, instead of its former location of 51 E. 42nd Street.

S. A. Consolidated (Africa). It is reported on good authority that the plant at this operation is functioning most satisfactorily, and that the material produced is superior to samples submitted.

Mashaba Consolidated Asbestos Co., Ltd., has been registered with a capital of £15,000 to develop the Passover and other claims in the Pretoria district, South Africa.

Dr. R. V. Mattison, President of the Keasbey & Mattison Company, left on June 6th for Newport, R. I., to occupy his summer residence for the ensuing three months.

Asbestos Corporation Limited. At the adjourned annual meeting of shareholders, held Wednesday, May 22nd, Lieut.-Colonel R. F. Massie, D. S. O., of Toronto, was elected President to succeed the late W. G. Ross. G. R. Cottrelle, Toronto, Kenneth T. Dawes and Hon. Walter G. Mitchell, K. C., of Montreal, were elected to the Board of Directors, to succeed Beaudry Leaman, William McMaster and W. C. Finley, resigned.

R. P. Doucet, Manager of Asbestos Corporation Limited has tendered his resignation to that Company. Up to time of going to press, no one has been appointed to fill Mr. Doucet's place.

Hinman Asbestos Corporation of Cambridge, Mass., has recently purchased a building at the corner of Binney and Fifth Streets, formerly owned by the Worthington Pump & Machinery Corporation. The Hinman Asbestos Corporation will move its office and warehouse to the new location within a few weeks.

PATENTS

Asbestos Friction Clutch Ring. No. 1,710,094. Granted on April 23rd, to Lester Kirschbraun, Leonia, N. J., assignor to Raybestos Company, Bridgeport, Conn. Filed September 10, 1920. Serial No. 409,388. Renewed September 12, 1928.

Described as a friction clutch ring consisting of a substantially incombustible interwoven facing, saturated with a bituminus binder to wit: heavy Mexican asphalt, heat treated to the extent to make the binder substantially insoluble in as-

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phaltic solvents, and to a hardness in excess of 15 and a tensile strength in excess of 2,000.

Insulated Pipe. No. 1,709,844. Granted on April 23rd, to Albert A. Durant, Honolulu, Hawaii. Filed July 12, 1927. Serial No. 205,270.

Described as an insulating covering for conduit pipes comprising a layer of porous material, surrounding the pipe, a jacket surrounding said material, means contacting said material and connected to said jacket, whereby to position and retain the latter concentrically of the pipe and a layer of asphalt between said material and said jacket.

Process Impregnating Fabric. No. 1,712,022. Granted on May 7th, to John Allen Heany, New Haven, Conn. Assignor to Worldbestos Corporation, Paterson, N. J. Filed February 6, 1924. Serial No. 691,010.

Described as a process of impregnating manufactured fabrics formed of yarns containing pulpy stock, which consists in mixing an impregnator in the form of powder with the yarn pulp prior to the manufacturing process and subjecting the fabric to the action of a solvent to dissolve the impregnator and finally subjecting the fabric to a high temperature to diffuse the impregnator thru the fabric.

Packing. No. 1,712,003. Granted on May 7th to Cecil R. Hubbard, Newark, N. Y. Assignor to Garlock Packing Company, Palmyra, N. Y. Filed Dec. 10, 1926. Serial No. 153,886. Description furnished upon request.

Process of Drying and Carbonizing Textile Fabrics. No. 1,714,062. Granted on May 21st to Jos. H. Welsh, Pelham, N. Y., assignor to Johns-Manville, Inc., New York City. Original application 4/7/22. Serial No. 550,538; divided and this application filed March 16, 1925. Serial No. 16,082.

Described as the process of drying and carbonizing webs of fabric, comprising guiding a web of fabric in a series of vertical runs in a heat insulated chamber moving such web thru the chamber and subjecting such web within the chamber to the successive actions of direct radiant heat and highly heated still air alternately applied during each run.

Method for Separating Asbestos. No. 1,714,438. Granted on May 21st, to Thomas Rose, Ambler, Pa.; Elizabeth M. Rose, now, by marriage, Elizabeth MacIlhenny Evans, Executrix of said Thomas Rose Deceased. Assignor to Selective Treatment Company, Limited, Montreal, Canada, and Powhatan Mining Corporation, Woodlawn, Baltimore. Filed April 22nd, 1922. Serial No. 555,960.

Described as the method of separating Asbestos fibre from rock and associated impurities which comprises submerging the mineral in water, passing the mineral repeatedly thru rubbing and crushing means by a continuous recirculation of water of submergence to break up the friable elements, and separate the integral fibres and separating the lighter constituents by flotation and the heavier constituents by sedimentation.

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THIS AND THAT

The American Society of Heating & Ventilating Engineers, 29 W. 39th Street, New York City, has recently published a Code of Minimum Requirements for the Heating and Ventilation of Buildings.

A copy of this code can be obtained from the Society at a price of $5.00, or it may be examined at this office by anyone interested.

"Resoid" has been chosen as a generic name for moulded products, as the result of a contest sponsored by the Moulded Insulation Section of the National Electrical Manufacturers Association, of the U. S. A. 521 suggestions were submitted in the contest.

A new line of floodlighting projectors announced April 1st by the General Electric Company, contain asbestos in their makeup.

The reflectors of the projectors are supported by means of punched supports and screw clamps, fitted with asbestos cushions to prevent breakage.

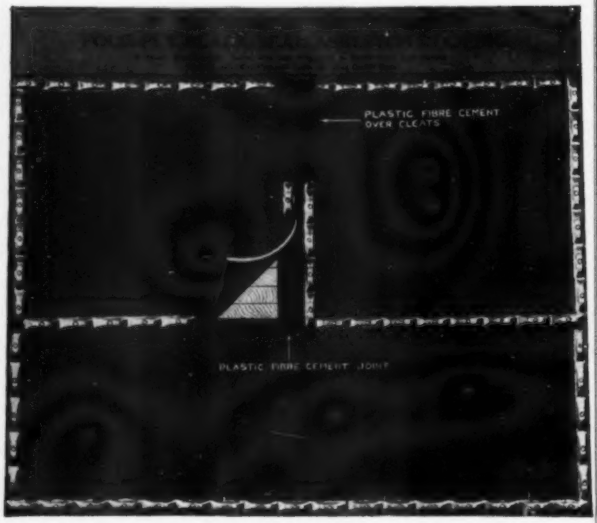
Woman (in crowded car to her friend)—I wish that good looking man would give me his seat.

Five men got up ————!

During the spell of icy sidewalks, my neighbor next door who has an oil burner, came over very humbly and asked to borrow three baskets of ashes. Ha, ha, ha!

Better to have bid and lost,
Than take the work at less than cost
Still better not to bid at all
Than to get the job and lose it all.

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Erie, Pa.

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