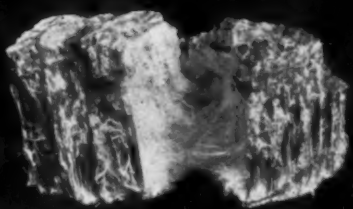
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... ASBESTOS ...

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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Robert T. Stokes
Secretary-Treasurer



Otis Massey
Vice President



David E. Kelley
Vice President and Gen. Mngr.

THE R. V. AYCOCK COMPANY

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Robert V. Aycock

And His Associates in the

R. V. Aycock Company

At the age of 26 a certain man well known in the Asbestos Industry, started a company which, in the short space of fourteen years, has grown from a capital investment of $190.00, to a capitalization of $300,000. Rather a startling achievement.

What is the secret of Mr. R. V. Aycock's success?

Possibly the chief factor contributing to it is his ability to so select his associates and so organize and coordinate their efforts that the company has constantly moved forward.

Robert V. Aycock was born in Lebanon, Missouri, on February 15th, 1889. He attended public schools (including high school) at Lebanon. He then attended the Missouri School of Mines, at Rolla, Mo., for one year,

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after which he entered the University of Missouri, from which he graduated in 1910 with Degree of M. E. Curiously enough he used "Tests of Steam Pipe Coverings" as the subject for his thesis, which might appear to be merely co-incidence, but more probably was indicative of interest in the subject which was to be his lifework. While at Missouri University, he played on the Varsity Baseball Team for three years, winning his "M" each year.

After finishing school he worked for about fifteen months in refrigeration plant construction, and in September, 1911, entered the employ of the Philip Carey Company as a salesman in Oklahoma, remaining with them until February 1st, 1912, when he took a position with Keasbey & Mattison Company as a salesman, with headquarters in St. Louis. He held this position until August 1913, when he was transferred to Kansas City, Mo., as Branch Manager for Keasbey & Mattison Company.

On February 1st, 1915, Mr. Aycock started the present R. V. Aycock Company.

Mr. Aycock's chief interest in life is with his family, composed of Irene S. Aycock, his wife, and Betty Jane, his twelve year old daughter, their only child.

Golf, unquestionably, is his hobby, his average game being 75 to 80 in summer months. He has twice been in the finals for the Mission Hills Country Club Championship, losing to the same champion in the final round on both occasions.

Mr. Aycock's winter recreations consist mainly of football games of the Missouri University, his Alma Mater, and the remaining teams of the Big Six Conference. He is also a radio and theatre fan.

In addition to his position as President of the R. V. Aycock Company, he is Secretary-Treasurer of the Refinoil Manufacturing Corporation, a Kansas City Corporation manufacturing and marketing a portable machine which re-refines crankcase drainage. He is a Director of the City Bank of Kansas City, a Director in Mortgage Investment Company, Kansas City Auto Supply Company, Emmett Kraft, Inc., and is associated with other

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Water-proof Insulating Paper
Roof Paints
Asbestos Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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Insulating and High Temperature Cements
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Asbestos Rope and Wick Packing
Asbestos Gaskets
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Built-up Asphalt Roofings
Slate Surface Shingles
Carey Cork-Insulated Shingles

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

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

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business enterprises in Kansas City.

He is a member of Sigma Chi College Fraternity, Tau Beta Pi Honorary Engineering Fraternity, The Kansas City Club, Mission Hills Country Club, University Club, Engineers' Club, and is a Mason and Shriner.

At the beginning of this little biographical history, we mentioned Mr. Aycock's associates, and because they have contributed largely to the success of the company, our readers will be interested in knowing who they are, and something of their business experience.

Robert T. Stokes, Secretary and Treasurer of the R. V. Aycock Company, was born in St. Louis, Mo., on August 26, 1897. In 1916, he entered the employ of the United Iron Works of Springfield, Mo., as a clerk. Here he remained until 1919, when he took a position with the Enid Milling Company, Enid, Okla., handling records of their grain receiving stations. He was employed by R. V. Aycock Company on April 1st, 1920, as an accountant, later being made Secretary and Treasurer, which position he still holds, residing in Kansas City, Mo.

Otis Massey, Vice President of the Company, was born in Drexel, Mo., May 26, 1891. He worked one and a half years as Assistant Cashier, Bank of Puxico, Missouri, and on February 1st, 1910, was employed by the H. W. Johns-Manville Company, Kansas City, Mo., as bookkeeper, where he remained for ten years, serving successively as City Salesman in Kansas City, Power Specialty Salesman in the Southwest District, and Manager of the Tulsa Branch. Mr. Massey joined the R. V. Aycock Company in January 1920, as a salesman, with headquarters temporarily at Tulsa, Okla. Later he was transferred to Kansas City, where he organized the Packing Department of the R. V. Aycock Company, and on March 17th, 1921, he opened the Houston, Texas, Branch. The following year he established a Branch at Dallas, and in 1928, the third Texas Branch, at San Antonio, was opened under his direction. He was made Vice President of the R. V. Aycock Company in 1927, which office he now holds, making his home in Houston, and having charge of the Texas Branches of the R. V. Aycock Company.

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From

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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.

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CORPORATION

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JOHNS MANVILLE JM CORPORATION

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David E. Kelley, Vice President and General Manager, was born in Iowa, October 16, 1893. In September 1912, he was employed by the H. W. Johns-Manville Company, as clerk in the Engineering Department of their Kansas City Branch, remaining there as clerk and estimator until August 1915, when he was given a territory in Oklahoma as a salesman. Mr. Kelley remained with Johns-Manville as general line salesman and power specialty salesman in Oklahoma, Texas and Kansas, until January 1920 (with the exception of two years, July 1917 to June 1919, when he was in the United States Army.) He served one year with the A. E. F. in France, and was commissioned as a Lieutenant, Engineer Corps, while in that country. The R. V. Aycock Company employed Mr. Kelly as a salesman in January 1920, with headquarters in Wichita, Kansas, where he remained until January 1923, when he was placed in charge of the Tulsa, Oklahoma Branch. In 1927 he was made Vice President and General Manager of the R. V. Aycock Company, moving to Kansas City, Mo., where he is still residing.

The R. V. Aycock Company was started on February 1st, 1915, by Mr. Aycock operating as an individual in the western half of Missouri and the State of Kansas. His capital investment was just $190.00. In 1916 he extended his operations into Oklahoma, establishing a salesman in Tulsa. In January 1918 he took over the St. Louis Branch of the Keasbey & Mattison Company, thus considerably enlarging his territory.

It was in March 1920 that the firm was incorporated, as R. V. Aycock Company, with capital of $125,000, all from earnings. In addition to the original stock owned by R. V. Aycock, purchases of stock were made in 1920 by Otis Massey, David E. Kelley, Robert T. Stokes, William G. Clarke and E. L. Woolsey, all of whom were employed by the Company, and all of whom, with the exception of Mr. Woolsey, are still associated with it and hold stock in it.

Sales in 1920, the first year as a corporation, were $450,000, a satisfactory and encouraging figure to the 31 year old Mr. Aycock and his young organization.

In 1921 the Company further extended their opera

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BEAR CANYON ASBESTOS COMPANY

Arizona, U. S. A.

Offers
Number 1 Crude
ASBESTOS
$1000.00 per Ton

Free from excess of iron, actinolite, hornblende, tremolite, crocidolite or anthophyllite,—
With very little waste in spinning.

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER - PENNA., U. S. A.

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tions by opening a branch in Houston, Texas. Previously branches had been established in Tulsa, Okla., Wichita, Kans., and later others followed at Dallas and San Antonio, Texas.

The Company enjoyed a gradual but steady growth in sales, along with its expansion in personnel and territory, sales in 1928 amounting to approximately $2,000,000. The capital stock was increased to $300,000 in January 1929.

The General Offices of the Company have been kept at Kansas City, Mo. Working with Mr. Aycock and his official staff are six loyal and enthusiastic branch managers:

Kansas City —H. P. Barnes
St. Louis —Fred Surridge
Tulsa —L. A. King
Houston —Otis Massey
Dallas —R. A. McClenaghan
San Antonio—O. W. Martin

SALES POSITION WANTED

Have had over seven years experience in Asbestos Roofing. Can furnish references. Address 98-E, "ASBESTOS"

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ATLAS ASBESTOS CO.
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SALES PROMOTION MANAGER WANTED

Young married man wanted for sales promotion work. Must have had experience in handling salesmen, and one who is well versed in the Asbestos business, as well as mining and mill supplies, paint and specialties for Industrial Plants. Must be prepared to reside in Canada. Excellent prospects for the right man. Apply to 8C-M, "ASBESTOS," with references.

We are in the market for

Crude Asbestos Fibre of All Kinds

and have for sale

Metallic Yarn Waste

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HARTFORD CONN.

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General Motors (Denmark) Uses Asbestos

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.

One of our good friends, on reading the article which appeared in July "ASBESTOS" concerning the use of Asbestos Cement sheets by General Motors (Brazil), writes us that the European branches of the General Motors Corporation are just as good customers for this material.

The new factory which General Motors are building in Copenhagen, Denmark, will use 450 tons of Asbestos Cement Corrugated and flat sheets, the order having been placed with Scheerders-Van Kerchove United Company of St. Nicolaas (Waas) Belgium.

The goods are being shipped loose in the specially chartered m/v "Condor" from the factory in Belgium to the site of the new General Motors plant in Copenhagen.

The roofing is to be applied by the agents and distributors of S. V. K. products in Denmark, A/S L. Hammerich & Co., Aarhus,, who in a few years have developed into one of the foremost Danish firms for Asbestos Cement goods.

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ARIZONA



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IMPORT

EXPORT

The Editor Visits Thetford

During August, the Editor had the pleasure of spending a few days in Thetford—the center of asbestos mining activities in Canada.

I was most courteously and kindly received by everyone, the several officials of the various mining companies going out of their way to show me methods of mining and milling asbestos from start to finish.

I went down into the Bell Pit, that being the most accessible. The other pits I viewed from the edge, a rather interesting experience as from that height, men working in the pits looked like pigmies.

The King Mill, the Bell Mill, and the new Beaver Mill, were shown me in all their details and the processes very carefully explained.

I saw in Thetford an Asbestos Product I had never before heard of. The district suffered from a heavy rainstorm the day before I arrived, and a very slippery grade of asbestos mud made walking in some places most unpleasant.

Some of my impressions of Thetford will be given in a series of short sketches "Pen Pictures of Thetford," the first of which is published in this issue on page 20.

I was probably most impressed with the *immensity* of the mines and mills. While naturally, I knew that the asbestos area was extensive I did not actually realize its tremendous size, nor do I imagine many of our readers have a really adequate idea of the Thetford asbestos mines and the immense amount of capital and labor employed.

When you stop at the Hotel Commercial, which by the way, gives excellent service, you are right in the midst of things. Within only a few squares are the Bell Mine and Mill, the King Mine and Mill, the Johnson Mine and Mill, the Bell Mine Office, with its famous fireplace built of asbestos rock containing rich veins of crude, the railroad station, the Asbestos Corporation Office and the Johnson Office. The other Pits at Thetford are not far distant, while the business section of the town with its several stores, including two five and ten's, almost adjoins the Asbestos Corporation Office. Even the golf course, the play-

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ground for the various officials and their wives, and their social center, is not far away.

While I travelled by train, it is a delightful motor trip from the States, the country is beautiful, all the officials at Thetford most friendly and kind. When planning your vacation for 1930, bear Thetford in mind.

Vimy Ridge

Thru rather wild country, circling Lac Noir (Black Lake) and the mountain itself, twelve miles by road from Thetford—hardly six as the crow flies—up hill and down dale, coming to a small village, over another hill, and we come to the pit in the side of the mountain—that is the Vimy mine.

You enter the Vimy on the level, meaning that you do not have to scramble down the side of the pit, nor slide down an inclined tunnel nor descend fearsome looking steps, but after descending the mountain by motor, you step into the pit from the ground floor!

The richness of the rock in asbestos makes one's head swim. A brownish fibre, much different in appearance from the Thetford Green, but when worked, of a soft silkiness. Quantities of Crude, quantities of shorter fibres —and the veins in the parallel, or ribbon formation.

Vimy village, which is some little distance from the Mine, and the whole of it owned by the Asbestos Corporation Limited which owns the Vimy Mine, is entirely occupied by workers in the Mine and their families. Two hundred children of school age here, more than filling the present good sized school building.

A lonesome life for the families perhaps, but an occasional visit to a town nearby, the rather above the ordinary living quarters, and the really beautiful country surrounding them, appear to suffice.

The Eighteenth Safety Congress will meet in Chicago from September 30th to October 4th. At least 7,000 persons are expected to attend this national conference. The headquarters will be at the Stevens Hotel. The newly formed Aviation Division will have special sessions.

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Black Lake Asbestos & Chrome Mines

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Phillips Square - Montreal

Address all Correspondence to

GENERAL OFFICES

THETFORD MINES

Quebec, Canada

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L. B. McMillan, J. M. Engineer, Dies In Airplane Crash

In the death of Luther B. McMillan, for thirteen years general consulting engineer of the Johns-Manville Corporation, engineering science has lost one of its outstanding personalities.



Mr. McMillan was an enthusiast in aviation and had great confidence in the future of the industry. He was a licensed pilot, capable of expert control of planes himself and frequently utilized this method of transportation in traveling over the wide range of territory covered by his professional activities. At the time of the accident he was using his Monocoupe plane, near Newark, N. J. On fast trips with more than one passenger he travelled in a four passenger Stinson-Detroiter. The crash occurred near Newark, N. J., while taking William DeRoberts, a chance acquaintance, for a ride. Since both Mr. DeRoberts and Mr. McMillan died as a result of the accident, the exact cause will never be known. The machine was seen to go into a tailspin at an altitude of about 600 feet and crashed not far from the Newark Airport.

Mr. McMillan was born at Bem, Mo., September 21, 1891. He was graduated from the Texas Agricultural and Mechanical College in 1911 with the degree of Bachelor of Science in mechanical engineering, and was instructor in mechanical engineering during 1912 and 1913. He received the degree of Mechanical Engineer in 1912 and of Chemical Engineer in 1913.

He was awarded a fellowship in engineering at the College of Engineers of the University of Wisconsin for

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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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1913-14 and received the degree of Master of Science in 1914. After serving two years as instructor in steam and gas engineering at this institution and specializing in research pertaining to the science of heat transmission, with particular attention to heat transfer thru insulating, he became general consulting engineer for the Johns-Manville Corporation.

Mr. McMillan was a very active member of the American Society of Mechanical Engineers, serving on many important committees of that Society and was a member of its council at the time of his death. He was also a member of the American Society of Heating & Ventilating Engineers, the American Society of Refrigerating Engineers and the Society of American Military Engineers; he belonged to the Engineers Club, Western Universities Club, and the Texas Agricultural and Mechanical College Club of New York.

Mr. McMillan's research work on heat insulation was notable. In 1914 he received the Junior Award of the American Society of Mechanical Engineers for a paper entitled "The Heat Insulating Properties of Commercial Steam Pipe Covering." This paper focused attention on a subject that has been growing in importance ever since, and it is still rated as one of the outstanding contributions on the subject. Other notable papers presented by him before this society were "Heat Transfer Through Insulation in the Moderate and High Temperature Fields" and "Heat Insulation Practice in the Modern Steam Generating Plant."

He was frequently called upon to read papers before other engineering societies and contributed many articles on various phases of insulation to the technical press, also prepared technical data for Kent's and Marks' Handbooks, the American Society of Heating and Ventilating Engineers' Guide, the Handbook of the National District Heating Association, and similar publications.

Mr. McMillan's services for the Johns-Manville Corporation constituted a record of marked achievement in the insulation field. Always searching for improved methods, he had to his credit the development of many important insulation materials and improvements in their manu-

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A BIG HIT

The spontaneous response to our advertisement in August "ASBESTOS," from the entire industry has been most gratifying.

The reaction from the industry indicates prospective customers in 3 groups.

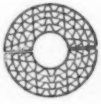
1. **Present manufacturers,** who will appreciate the enormous saving of hand labor. Their sales forces will have a minimized sales resistance because the product from our machine is truly concentric and of even cross-sectional strength.

2. **Former manufacturers** who, because of the difficulties arising in manually operated devices have discontinued the manufacture of this product, will now have the opportunity to re-enter the field.

3. **New manufacturers** will have the unique experience of starting in a field without the tedious and laborious efforts of training unskilled help. Our equipment is automatic and an operator male or female, can be trained in less than one hour to completely master all exigencies arising.

Our engineering force will be glad to assist any manufacturers in re-planning or re-organizing their departments from hand labor to an automatic process.

Send for sample of finished product and arrange for your representative to see a practical demonstration of this machine.

Concentric  **Air - Cells**

Automatic, Inc.

Office and Factory: 212 S. Darien St., Phila., Pa.

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facture and application. The thermal insulation testing laboratory of the corporation at its Manville factory, regarded as one of the most completely equipped private laboratories in the United States for investigation work pertaining to all classes of insulating materials, was established under Mr. McMillan's direction. His research work in connection with this laboratory has resulted in the improvement and standardization of many important insulating products.

Pen Pictures of Thetford

The Grey City

We sit down in Thetford for a few minutes, probably on the porch of the Hotel Commercial, where we are likely to meet all our friends, and, by the time the conversation is ended, a fine grey dust is noticeable on our clothing.

This dust covers everything in Thetford. It gives the buildings a greyish appearance, regardless of their original color.

The main street is concrete, and the grey dust settles over all the roads, turning even the grasses a greyish hue.

The effect is heightened by the quite extensive use of asbestos cement shingles on many of the buildings erected by the various mining companies.

On entering the town at night, one sees a ghostly city—but the illusion is quickly dispelled by day, when the 10,000 or more persons who have their homes there begin their daily bustle of activity.

"ASBESTOS" was honored on September 9th by a visit from Messrs. Herman Becker and Hans Haag, the nephew and son respectively of the partners of the well known firm of Becker & Haag, Berlin, Germany.

These two young men have just completed a year's course in Business Administration at Harvard and after a visit to many of the Asbestos Mines and Factories of Canada and the United States, are about to return to Germany.

It was a very real pleasure to the Staff of "ASBESTOS" to meet and greet these very promising young men.

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THREE FACTORS

That you should consider when you make a new connection with a manufacturer

1. Will the new manufacturer's product improve my business?
2. Will he give me liberal aid in merchandising his products?
3. Does he have modern manufacturing facilities?

Here's what Norristown offers you

1. Development of the new handy Carton Package
2. An attractive series of folders and blotters designed to create sales. These are free
3. Constantly improving manufacturing facilities and equipment



NORRISTOWN MAGNESIA & ASBESTOS CO.
NORRISTOWN, PENNA.

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The History of the Powhatan Mining Corporation

The Powhatan Mining Corporation was incorporated in March 1923. For several years previous to that date, Fred A. Mett, now President of the Corporation, actively produced asbestos filter fibres, the chief product made by the company. Mr. Mett was, in fact, the pioneer, at least in this country, in the preparation of asbestos filter fibre.

The deposits from which the technical asbestos is prepared are located in the vicinity of Pylesville, Harford County, Maryland, occurring in an extensive serpentine belt.

The formation, according to J. S. Diller, Geologist, U. S. Geological Survey, in a Bulletin issued in 1917, is "a weathered gneissoid schist." This, in other words, is decomposed serpentine. The asbestos occurs in slip-fibre veins, some of these veins extending to a depth of 50 feet. The slip-fibre amphibole is found chiefly along fault planes. About three years ago the company put in a stiff-leg derrick with clam-shell bucket, for removing the overburden. This was replaced last year with an Erie steam shovel.

After the asbestos is quarried it is brought to the company's plant at Woodlawn, where it is carefully selected, hand cobbed, washed and concentrated by special machines which remove all gangue (non-fibrous) matter and extraneous impurities. The remaining fibres, having been dried are then ready for the acid washing process. This consists of digesting the fibres with pure hydrochloric acid until the iron and other impurities are completely dissolved. By a special filter apparatus, and an abundance of wash water, all traces of acid are completely eliminated, as well as "fines," or dust-like matter (very minute fibres). What is left are the thoroly separated Asbestos fibres, now chemically pure and stable. There remains only the drying of these fibres, grading them according to length and packing them.

Prior to 1916 the United States imported practically all of its laboratory asbestos from Italy. During the war, the

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POWMINCO ASBESTOS

(Amphibole Varieties Only)

Practically Inert
Insoluble in Sulphuric Acid
Low in Iron
Possesses Tensile Strength

POWMINCO ASBESTOS FILTER FIBRE



Adopted by U. S. Bureau of Standards and practically all other governmental laboratories.

OFFER MAGNESIA CEMENT AT ATTRACTIVE PRICES

WRITE FOR SAMPLES

POWHATAN MINING CORPORATION

WOODLAWN, BALTIMORE, MD., U. S. A.

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lack of ships cut off the supply. It was at that time that Mr. Mett, with the cooperation of the Geological Survey and the Bureau of Standards, developed an asbestos fibre which was found to be equal if not superior to the Italian amphibole.

After the fibre, which is known by the trade name of Powminco, has been prepared, it can be ignited in a Meker burner (such as used in the laboratory) for 15 minutes with an extremely low loss. After this ignition it becomes chemically stable and will not show any further loss upon continued ignition. This interesting characteristic alone determines its suitability for laboratory work, particularly in chemical analysis where it is necessary to burn off organic matter. A recent comparative test showing losses on ignition and digestion in hot concentration HNO^3 between Powminco and the Italian asbestos gave the following results:

	Powminco	Italian
Loss on 15 minutes ignition in a Meker Burner	0.31%	1.39%
Loss after 5 minutes digestion in hot concentrated HNO^3	0.31%	0.52%

In 1923 the company started to develop commercial deposits of amphibole asbestos, particularly anthopyllite. This type of asbestos has very unique properties, particularly in the way of acid-resistance, being practically inert and insoluble in sulphuric acid. In addition to acid resisting qualities, the fibres possess some tensile strength and low iron content.

The Company's Research Laboratory has made a number of comparative tests between the various types of amphiboles, with the following results:

Loss in Sulphuric Acid	
Powminco Asbestos	.3%
African Amosite	8.8%
African Blue	17.5%
Iron Soluble in Sulphuric Acid	
Powminco Asbestos	.40%
African Amosite	2.50%
African Blue	9.00%

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Fast Installation
Positive Dryness



WHEN you protect your pipe insulation with Ric-wiL Underground Conduit you may be certain of three vitally important things; quick, easy installation; easy application of the pipe covering; and positive, permanent dryness. Ric-wiL conserves labor, cuts costs and increases profits. Whether you contract to furnish and install pipe covering, or simply to furnish it, you will find the Ric-wiL story interesting. May we send you data and facts?

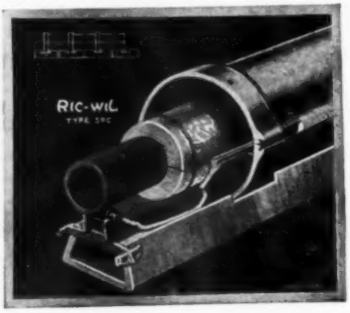
Laying Base Drain Foundation



Setting on Bottom Half Conduit



Laying on Top Half Conduit



The Ric-wiL Co.
1566 Union Trust Bldg., Cleveland, O.

Originators of Waterproof Conduit Fillers

RIC-WIL
UNDERGROUND CONDUIT

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Anthopyllite asbestos, and particularly the varieties of asbestos possessing low tensile strength, are milled in specially designed mills. They must be subjected to a more gentle action than the methods generally employed in the Canadian mills. Special processes, both dry and wet fiberization, have been developed by the Powhatan Mining Corporation, the wet process being patented.

In the dry milling process, the ore is first crushed down as small as possible, so as to free or separate the bundles or radiating masses of anthopyllite with a minimum breakage of the fibrous bundles. The material then goes to a specially constructed mill of a hammer, or impact type, which produces the first stage of fiberization. The fibres are then concentrated in special machines which separate the gangue from the fibre. The resulting separated fibre is then fiberized in a rapid discharge type beater mill. It is interesting to note the difference in extraction between the amphiboles and the chrysotiles. In the former we obtain anywhere from 50 to 95% recovery. The latter runs around 6%.

Wet process milling consists chiefly of the following stages: The rock is first crushed down as in the dry method, followed by wet concentration closely on the order of jigging. The fibrous asbestos then goes into another specially designed mill which completely fiberizes the asbestos with a minimum breakage of the individual fibres. The mill is so designed as to permit a very free and rapid discharge, using, of course, an excess amount of water to carry the fibre out to the comminuting chamber as rapidly as these fibres themselves become detached from the masses. The fibre is next washed and dewatered and finally dried, screened as to their respective fibre lengths and packed for shipment. The advantage of the wet process over the dry, particularly in amphiboles, is the preservation of the individual fibre, thereby obtaining longer fibre lengths, improved flexibility, greater resiliency, more fluffiness, which accounts for its being lighter in weight and naturally, a cleaner asbestos fibre.

These fibres are used for the following purposes: Fire-proofing, Asphaltic and Bituminous Composition,

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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 Russian Crudes, 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

RUBBER & ASBESTOS CORP.

26 - 38 Cornelison Ave.
JERSEY CITY, N. J.

We specialize in the manufacture of:

FRICTIONED GASKET CLOTH

WOVEN SHEET PACKINGS

RUBBER COMPOUNDS
for SHEET & H. P. PACKING
Either in dry form or prepared liquid

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Heat Insulation, Composition Flooring, Furnace Linings, Fire Brick, Paints, Furnace Cement, Retort Cement, Waterproofing.

Besides the above, there are quite a number of uses which the manufacturers themselves prefer to keep strictly confidential.

While the amphiboles are generally known to posssess low tensile strength as compared with chrysotiles, they are slowly but surely finding uses in industry, and in a good many cases, particularly because of their high acid resistant qualities and their ability to resist high temperatures, they function far better than the chrysotiles. A great deal of research work is still necessary, however, in order to promote the uses to which the amphiboles may be profitably put.

Suggested Amosite Association

A suggestion has been made in Africa of the formation of an Amosite Asbestos Association, for the purpose of co-operation in the marketing of Amosite Asbestos.

Opinion seems to vary considerably as to the advisability of forming such an Association, and while there would probably be many obstacles to overcome and disadvantages to be considered, such an Association would undoubtedly serve some very useful purposes.

Despite the sale of many thousands of tons of Amosite Asbestos during the last few years many of the persons connected with the mining and sale of it are very hazy as to the uses to which it can be put (to say nothing of the uses for which it is not adapted) and particularly as to proper methods of preparation.

Exact knowledge as to uses, grades, qualities, etc., is very desirable as many manufacturers are timid about experimenting with what is a comparatively new product, and when they do try it out, if the quality or the grade is not exactly right, the result is often failure and the manufacturer will have nothing more to do with it.

A month or more ago two Directors of the S. A. Consolidated Asbestos Company visited Europe with the idea of learning more about the uses of amosite and the character of the prepared fibre which was most suitable for

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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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those uses. They took with them samples of handcobbed amosite, and also samples of material which had been machine-cobbed. The handcobbed material was favorably received, but the machined fibre was found to be too much bruised and broken by the machine treatment, and to contain too much grit. While the manufacturers refused to consider the machined fibre for the reasons mentioned, nevertheless the experiences of these two men enabled them to go back to Africa with very definite ideas as to what would, and what would not sell, and to so change the machines that the product would be satisfactory.

There are a great many problems concerning Amosite which must be worked out, and this could be best accomplished by a group of interested firms, with profit to all in the group.

With grading not standardized, and haphazard shipments of good or bad material, the amosite industry will not progress very rapidly. Even tho the larger firms standardize their grades and properly prepare their fibre, scattered shipments of indifferent material by various small concerns, cannot fail to harm the whole Amosite market.

We agree with the South African Mining Journal (to which we are indebted for much of the above information) that an Association of Amosite Producers would be a wise and profitable move both for producers and for users, but particularly for the producers.

Activity In Australian Asbestos

Investigations are being made by the Development and Migration Commission into the possibility of developing the deposits of asbestos in Australia.

The commission in a recent statement issued on the subject, states that there are asbestos deposits at Robertstown, South Australia, which are not being fully exploited. The Commission is investigating the possibilities of placing the South Australian article on the market. According to a report by the Deputy Government Geologist of South Australia, there is every indication of a large tonnage of asbestos bearing ore. The South Aus-

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WALTER A. RUKEYSER

B.Sc.; E.M.

Consulting Mining Engineer

342 Madison Avenue, New York City

(Cable Address: Rukeyser, New York)

■

Specializing in the design and erection of asbestos milling plants for all types of deposits; the examination, development and operation of asbestos properties.

Inventor of the new process for the mechanical cobbing of crudes

■

Recently completed designs:

Mill for Regal Asbestos Mines, Inc., Arizona.

Preliminary project for 2400 metric tons a day mill for Uralasbest, Russia.

Flow Sheet for proposed Mill, Canada, Etc., Etc.

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tralian Mines Department is carrying out tests of the crude asbestos, in an effort to classify the fibre according to length. If a demand for the different grades can be created, either in the Australian or the overseas markets, the Commission believes that the result may be the development of an industry giving considerable employment.

Efforts are also being made to develop a deposit of asbestos on the western shores of the Macquarie Harbour, Tasmania, about sixteen miles south of Strahan. The deposit was worked on a small scale before the war and small parcels of fibre were sold to overseas buyers, but since then until recently it has been neglected.

The formation of the asbestos bearing serpentine outcrops in this Tasmanian deposit is said to be 4½ to 5 chains wide and has been proved for a distance of 60 chains from 6 ft. to 160 ft. in thickness. The veins of asbestos, some of them of greater thickness than any other Tasmanian deposits, are thickly distributed thruout the serpentine and there are said to be well defined leads of fibre which should prove easy of treatment.

Whether these deposits in Australia and in Tasmania could be profitably worked, is quite another question.

The Asbestos Cement Industry in Yugo-Slavia

The production of Asbestos Cement materials for roofing and lining purposes in Yugo-Slavia, dates back to the early years of the Twentieth Century, when manufacture was undertaken by several firms. The years of the great war and the post war years had a bad influence on trade and industry generally, building activity stopping almost entirely, and the Asbestos Cement Industry suffered much from the depressed condition of the market.

It was at this time that one company, owing to its desirable financial position, highly trained staff of experts and modern machinery, gained control over the

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Wanted: Position as Sales Manager

To contract for large tonnage of Crude and Fibre direct from Mines with large production.

Thoroly familiar with all grades, kinds, quality and uses from Crude Ore to finished product. Personally acquainted with large buyers.

ADDRESS 9EM-G "ASBESTOS"

Tropische & Ueberseeische Rohprodukten A. G.

Alsterdamm 7

HAMBURG GERMANY

IMPORTERS & MERCHANTS OF

ASBESTOS CRUDES AND FIBRES

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**

ITALIAN

FINE YARNS — CLOTHS — TAPES

ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:— **SOCIETA ITALO RUSSA PER L'AMIANTO**

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

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other works by buying them up, closing them, and concentrating the whole production in one plant situated at Vranije on the coast of the Mediterranean Sea. The company is known as the "Spalato" Asbestos Cement Company. It has its own cement plant about two miles from the Asbestos works and connected with it by a narrow gauge electric railway owned by the company. Thus it is supplied with high class artificial Portland Cement, produced in up-to-date rotary kilns, which is particularly suitable for the production of Asbestos Cement materials.

The fibres used are supplied from various sources,—Canada, Rhodesia, Cyprus, Russia, the fibres being delivered by steamer directly from the mines to the company's private harbor at Vranije, without necessitating costly trans-shipments.

The plant produces about ten million square yards of asbestos cement material a year.

Large quantities of Asbestos Shingles are used in Yugo-Slavia for the roofing of residences and buildings of every description. Corrugated Sheets are increasingly used for the roofing of hangars, sheds, warehouses, general buildings, etc., many Government contracts having been executed, both for the State Railways and for the Royal Air Force.

The use of Asbestos Lumber is not so far advanced when compared with shingles and corrugated sheets, but gradually the public is being educated, by means of extensive advertising, to employ flat sheets for lining.

The company has instituted its own selling and service organizations in the various districts of the country. The extremely favorable situation of the plant on the coast of the Mediterranean has, of course, largely influenced the organization of a special export department, and at the present time about 70% of the production is exported. Steamers of the principal Italian and foreign steamship companies are calling regularly at the factory's harbor on their trips to the ports of almost every overseas country.

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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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MARKET CONDITIONS



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)

General Business.

The comment made by the Industrial Digest on general business conditions is of interest: "During the month just ended (August) there was no appreciable let-down from the remarkable and utterly unprecedented rate of activity in trade and industry which now promises to make 1929 the outstanding year in this country's whole economic history. The fact that the general trade activity and profits as well have been at the highest levels on record in the face of extremely unfavorable money conditions renders the achievement all the more noteworthy. And there is nothing on our economic horizon to indicate any let-up in industry and trade thru the balance of this year. To the contrary, altho we have not had the usual contraction during July and August, the usual expansion in autumn trade is indicated."

Asbestos—Raw Material

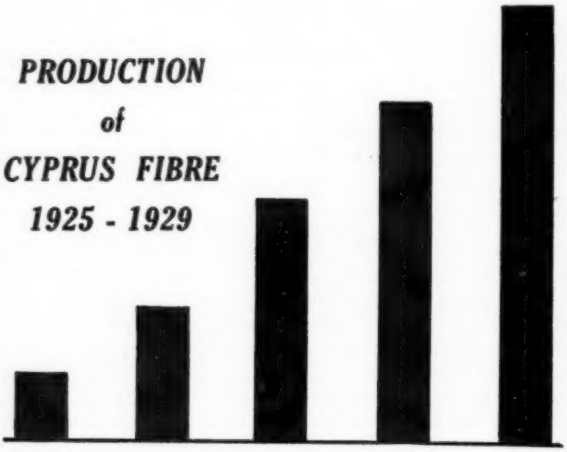
One of our correspondents makes very pertinent comments on the market

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CYPRUS ASBESTOS COMPANY

LIMITED

PRODUCTION of CYPRUS FIBRE 1925 - 1929



SOLE SELLING AGENTS

CYPRUS TRADING CORPORATION, Ltd.

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

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situation in Asbestos Crudes and Fibres. He says: "There has been a large production of short fibres in the mines in Canada, but stocks are not increasing to any great extent due to the good demand. In fact, paper stock is selling considerably better than a year ago. Shingle fibre has been shipped very freely, but there is no shortage, and price will not advance due to the present large production.

"Increased output of short fibres is also reported by the mine operating in Vermont.

"There is still a good demand for Canadian spinning fibres and No. 2 Crude and Canadian Mines are delivering on old contracts as rapidly as possible, but a large tonnage is still due buyers.

"Rhodesian Asbestos is reaching this market freely.

"The tonnage of Russian Crudes being imported is about the same as last year.

"There is no question but that moulded brake lining has prevented any further increase in price in spinning fibres and crudes, and has also enabled the manufacturers to build up a stock of raw material which they found difficult to do, heretofore. This does not mean that there will be a drop in prices on Canadian spinning fibres and crudes, or Rhodesian and Russian Crudes below old contracts, for the producers in Canada cannot afford to sell their product at any lower figures. It does mean that an advance in price in view of the present conditions, is hardly possible.

"The scramble for raw material that existed a year ago, is now past. Last year at this time, there was great excitement in the Arizona fields, but today this is all over.

"There are large parcels of short grades of Blue Asbestos on the market which are being offered at extremely low prices. Large stocks of Amosite are also available.

"In the main, the raw material market is in a much healthier state than it was a year ago, for buyers know that plenty of material is available and that they are not facing an increased cost of raw material."

Manufactured Asbestos Materials.

The manufacturing end appears to be, in the main, in a very healthy condition.

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BLUE AND AMOSITE CRUDES AND FIBRES

"CAPE" BLUE ASBESTOS of all grades suitable for shingles, asbestos-cement pipes, boiler and bulkhead blocks and textiles.

AMOSITE of all grades, suitable for 85% Magnesia coverings, composition and textiles.

BLUE AND AMOSITE MANUFACTURED GOODS

Yarns, cloth, 100% Asbestos Sectional Pipe Covering, Millboard, etc.

Both Blue and Amosite cloths possess the highest insulating properties and are approved by the British Admiralty. They are also specially adapted for resistance to strong acids.

The Cape Asbestos Co. Limited

Morley House 26-30 Holborn Viaduct London E.C.1.

Factory, Barking, Essex

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

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ASBESTOS

The Asbestos Textile business, meaning particularly commercial yarns and cloths, shows demand about normal with prices unchanged. There appears to be no evidence of decline in price, as prices for Crude and Spinning stocks are very firm.

Demand for brake lining is fair. It is the opinion of at least one manufacturer that because of the molded situation, jobbers are not carrying adequate stocks, which would indicate greater demand during the last few months of 1929 than is usually seen in the fall and winter months.

The insulation season is just opening, and insulation, both high and low pressure, is finding very active demand, with prices unusually firm. Prices have advanced on air-cell covering, and manufacturers report that these advanced prices have been very well accepted.

Demand in the Paper market has slackened off quite a bit, altho some manufacturers notice a slight pick-up at the present time. Prices are fairly well maintained. Millboard finds very small demand at present, prices firm.

Asbestos Cement Shingles are in good demand, despite the rather discouraging reports as to residential building activity. Prices are fairly firm. The market for Corrugated Sheathing is unusually good, due to increased building and improvements in the industrial field.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	10½	9½	10
Asb. Corp. (Pfd.)	100	7	31	30	30
Carey (Com.)	100	8	387	350	350
Carey (Pfd.)	100	6	126	125	126
Certainteed (Com.)	np	–	31½	27	28⅝
Certainteed (Pfd.)	100	7	73	73	73
Garlock Packing (Com.) ...	np	–	36	30½	35
Garlock Pkg. (6s Deb. 1939)	100	6	118½	107	117⅝
Johns-Manville (Com.)	np	3	205	175⅛	202¼
Johns-Manville (Pfd.)	100	7	121	119⅜	121
Raybestos (Com.)	np	3.20	110	110	110
Ruberoid (Com.)	np	4	77	74	74
Southern Asb. (Com.)	np	2.25	38	34	34
Thermoid (Com.)	np	–	34⅞	28	33
Thermoid (Pfd. convt.) ...	100	7	100	96½	98⅞
Thermoid (6s 1934) ww ...	100	6	101	97⅞	98
U. S. Asb. (Com.)	np	3	63	54	62½

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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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FACT AND FANCY

Oddities.

Everyone is interested in odd or peculiar, or out of the ordinary facts.

When visiting Thetford and Montreal we learned many little things which were interesting, but which no one had ever thought of telling us.

We did not know, for instance, that the Vimy Crude was in parallel, or "ribbonlike" formation, altho we had published photographs of similar formation in Rhodesia. Nor did we know that the fibre in that mine was of a brownish rather than a greenish hue.

Look around your mine, or mill, or warehouse or manufacturing plant, and see if there is not something which is just a little bit different—then tell us about it.

The Right Sort of Advertising.

"Asbestos Theatre Curtain Averts Stampede in Theatre Fire" is the headline appearing in a Seattle, Washington, paper and the article tells of a fire starting in the stage wings of the Orpheum Theatre in Omaha, Nebr. The fire was evidently due to defective wiring, and sent a shower of sparks on to the stage, frightening the 2500 people attending the performance.

The automatic asbestos curtain "came down with a bang," and so prevented what might have been a serious stampede.

This is the sort of advertising the asbestos industry needs.

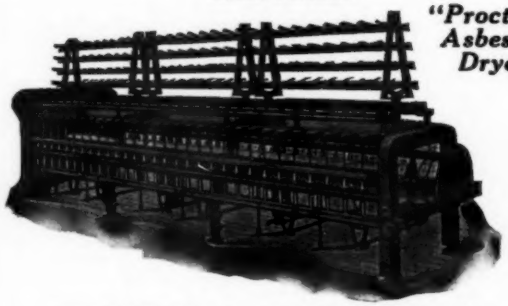
Another instance is found in a recent number of the Oil and Gas Journal, which gives a photograph of a Caterpillar tractor used to prevent fire-spread in a disastrous fire at Santa Fe Springs. The tractors with their gas tanks asbestos covered, dragged out stalled trucks, pulled down derricks, hauled fire extinguishing material, etc.

Our readers should be constantly on the lookout for instances where asbestos prevents fire, accident, or other calamity, and see that "ASBESTOS" is given the story, with photographs if possible.

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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.

"Central Asbestos Mines of South Africa Limited"

6-11. London House
Loveday Street
JOHANNESBURG,
S. AFRICA

Large producers of Various Grades of
AMOSITE ASBESTOS

Samples and Prices on Application to Above Address

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Anti-Frost Insulation

Size of Pipe.	Outside Circum. of Pipe	Roofing Paper allow above areas of pipe upto 3"-33⅓% above 3"-25%	1st layer Hair felt cut 4"+ circum. of pipe	1st layer Hvy. Rfg. Felt 3" laps allow other area of pipe upto 3"-22½% above 3"-66⅔%	Canvas 1" laps no allowance for Waste	2nd layer Hair felt cut 10"+ circum of pipe or 6" more than first	2nd layer Hair felt for 2 layer Work.	2nd layer Hvy. Rfg. Felt Same allowance as first.	Total Hair felt for 2 layer Work.	2nd layer Hvy. Rfg. Felt for 2 layer Work.	Canvas over 2nd layer	3d layer Hair felt cut 16"+ circum. of pipe or 6" more than 2nd	Total Hair felt for 3 layer Work.	3d layer Hvy. Rfg. Felt Same allowance as first	Total Heavy Rfg. Felt for 3 layer work	Canvas over 3d layer	Total Hair felt for 4 layer Work.	4th layer Hvy. Rfg. Felt Same allowance as first	Total Hair felt for 4 layer Work.	4th layer Hair felt cut 22"+ circum of pipe or 6" more than third	Canvas over 4th layer	Total Heavy Rfg. Felt for 4 layer Work.	Size of Pipe
½	2.7	.30	.57	.76	.84	1.06	1.63	1.41	2.17	1.35	1.56	3.19	2.09	4.25	1.8	4.25	2.05	5.25	2.14	7.0	2.5	½
¾	3.	.33	.60	.80	.86	1.09	1.69	1.45	2.21	1.36	1.6	3.29	2.13	4.38	1.8	4.38	2.1	5.39	2.8	7.2	2.5	¾
1	4.	.44	.67	.89	.93	1.17	1.84	1.52	2.41	1.43	1.7	3.54	2.27	4.68	1.92	2.17	2.25	6.05	3.0	8.1	2.7	1
1¼	5.	.56	.75	1.00	1.05	1.25	2.00	1.66	2.66	1.52	1.8	3.8	2.4	5.06	2.0	2.25	6.05	3.0	8.1	2.7	1¼
1½	6.	.66	.84	1.1	1.18	1.33	2.17	1.71	2.87	1.58	1.84	4.0	2.45	5.32	2.09	2.33	6.34	3.1	8.45	2.8	1½
2	7.5	.83	.98	1.3	1.26	1.46	2.42	1.85	3.15	1.71	2.0	4.42	2.67	5.82	2.21	2.46	6.88	3.3	9.2	2.9	2
2½	9.	1.00	1.1	1.5	1.34	1.6	2.7	2.13	3.65	1.84	2.1	4.8	2.86	6.45	2.34	2.6	7.4	3.5	10.0	3.0	2½
3	11.	1.22	1.25	1.66	1.5	1.75	3.0	2.33	3.99	2.0	2.25	5.25	3.0	6.99	2.5	2.75	8.0	3.67	10.7	3.2	3
3½	12.8	1.31	1.4	1.75	1.63	1.9	3.3	2.4	4.15	2.13	2.4	5.7	3.1	7.25	2.64	2.9	8.6	3.7	10.8	3.4	3½
4	14.	1.46	1.5	1.88	1.76	2.0	3.5	2.5	4.38	2.26	2.5	6.0	3.13	7.51	2.77	3.0	9.0	3.75	11.25	3.5	4
4½	13.7	1.64	1.65	2.06	1.9	2.14	3.79	2.67	4.73	2.4	2.65	6.44	3.3	8.03	2.89	3.14	9.38	4.0	12.0	3.6	4½
5	17.5	1.82	1.9	2.25	2.01	2.3	4.1	2.88	5.13	2.54	2.9	6.9	3.5	8.63	3.04	3.3	10.2	4.12	12.7	3.7	5
6	21.	2.19	2.1	2.62	2.32	2.6	4.7	3.25	5.87	2.85	3.1	7.8	3.86	9.15	3.32	3.6	11.4	4.5	14.3	4.0	6
7	24.	2.5	2.39	2.92	2.58	2.84	5.17	3.51	6.43	3.09	3.33	8.5	4.17	10.06	3.58	3.84	12.34	4.8	15.43	4.25	7
8	27.	2.81	2.6	3.25	2.89	3.1	5.7	3.98	7.23	3.35	3.6	9.3	4.56	11.19	3.85	4.1	13.4	5.1	16.75	4.5	8
9	30.5	3.17	2.9	3.63	3.1	3.4	6.3	4.23	7.88	3.6	3.9	10.2	4.86	12.28	4.1	4.38	14.58	5.47	18.2	4.8	9
10	33.8	3.52	3.15	3.91	3.42	3.65	6.8	4.56	8.5	3.92	4.15	10.85	5.19	13.69	4.42	4.65	15.6	5.81	19.5	5.1	10
12	41.	4.17	3.68	4.6	3.92	4.17	7.85	5.21	9.81	4.42	4.67	12.25	5.84	15.65	4.92	5.25	17.77	6.56	21.5	5.6	12
			1 layer work.				2 layer work.						3 layer work							4 layer work.		

Note:- Material required for 1 ft. of Hair felt Construction:- For Flanges: Allow 2 linft. of Pipe for each Flange. For Fittings: Allow 1 linft. of Pipe for each Fitting.
Jute Twine 3" per 100 ft Hair felt. Canvas:- To above amount allow for waste

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CONTRACTORS AND DISTRIBUTORS PAGE

ANTI-FROST INSULATION TABLE

The Anti-Frost Insulation Table given on the opposite page is very handy for contractors doing anti-frost work.

This table indicates the hairfelt used in anti-frost and built-up brine and ammonia insulation for 1, 2, 3 and 4 layer work, each layer being 1" thick. For instance, to find the material requirements to frostproof a 4" pipe 100 feet long with 3 layer built-up hairfelt anti-frost insulation, follow the 4" size horizontally to the 3 layer work under the column reading "Hairfelt for Three Layer Work," where we find that for one lineal foot 6 square feet of hairfelt will be required, or 600 square feet of hairfelt for 100 lineal feet.

In this particular kind of work each layer of hairfelt is interposed with a layer of roofing felt, and to find the requirements of this heavy roofing felt, we follow this 4" size horizontally to the column reading "Heavy Roofing Felt for 3 Layer Work" where we find that the quantity of heavy roofing felt required for one lineal foot of pipe is 7.51 square feet, or, for 100 lineal feet, 751 square feet of heavy roofing felt are required.

Following this 4" size horizontally still farther, to the column marked "Canvas Over 3 Layer," we find that for one lineal foot of pipe, 2.77 square feet of canvas are required—or, for 100 lineal feet 277 square feet are required.

As indicated on the bottom of this table, it is necessary to add to the area of canvas found in the table, the percentage for waste taken up in hems and seams, the amount generally allowed for waste being 15% to 20% over the actual area indicated.

At the bottom of the table will also be found the requirements for jute twine, which is used for fastening and holding in place the hairfelt. Since this is given as 3 pounds per 100 square feet of hairfelt used, the jute twine requirements for the hairfelt given in the above example, are 18 pounds.

It will be noted also that at the bottom of the table, the instruction is given to allow 2 lineal feet of Pipe for each Flange, or 1 lineal foot of Pipe for each Fitting. The requirements for flanges and fittings can be very easily worked out with the aid of these two figures.

If there is anything about the table or the explanation, which is not clear, we will cheerfully answer any questions.

The table has been supplied by the Asbestos Board of Trade of New York.

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Little Lessons in Selling

By John T. Bartlett

LISTEN TO THE CUSTOMER

A paradox in selling is this—often the salesman who talks least sells the most!

Words are essential in selling, yet the fact that the salesperson must use them should not over-exalt the importance of talking. Listening is very important, too. The act of listening, commonly, operates to reduce the number of words required to sell.

Sales are made in retailing as, successfully, suggestion is made to a prospective buyer. How successful a suggestion is depends more than anything else, upon the appropriateness of it. In other words, the suggestion, or stimulating statement should be the expression of judgment expertly arrived at.

Give the buyer a chance to talk. Find what is in his mind. What does he want the article for? What is he expecting from it? There is a knack in listening well. It consists in knowing when the buyer has adequately expressed his wishes or indicated his interest. Next, it is the salesperson's move.

In retail selling, time consumed becomes a factor of consequence. There may be an occasional customer whom, at certain times, to encourage to discourse on miscellaneous topics, listening well, is good business. In general, listening should have one of two objectives, one of which already has been mentioned—acquiring of information.

The second is the good impression made upon the buyer by a respectful, interested listener. As we go thru life, most of us encounter so overwhelming a number of men and women who only half listen to us that finding the one who listens well, with one hundred per cent attention, irresistibly secures our good will.

Listen attentively, in other words, to please.

AUTOMOBILE PRODUCTION

Production of Automobiles in the United States and Canada during July ran to a total of 517,792, which was 49,075 less than June production, but over a hundred thousand higher than production in July of last year.

The total of 517,792 for July 1929 was divided as to kind of vehicle as follows: 439,759 passenger cars and 78,033 trucks, taxicabs, etc.

August production is estimated to be approximately the same as July, but 5% ahead of August last year.

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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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Africa (Rhodesia).

	June 1929 Tons (2,000 lbs.)	Value		
Bulawayo District				
Croft (Afr. Asb. Mng. Co. Ltd.) ..	22.64	£ 486	16	0
Nil Desperandum and Sphinx (Afr. Asb. Mng. Co., Ltd.)	730.81	16,509	14	0
Norma (United Mng. & Gen. Tr. Ltd.)	63.45	1,269	0	0
Recompense (Hancock's Asb. Co.)	22.44	280	8	3
Shabani (Rho. & Gen. Asb. Corp. Ltd.)	2,072.44	44,448	16	0
Lomagundi District				
Ethel (Rho. Chrome & Asb. Co. & Ltd.)	21.00	420	0	0
Victoria District				
Gath's (Rho. & Gen. Asb. Corp. Ltd.)	380.80	7,616	0	0
King (Rho. & Gen. Asb. Corp. Ltd.)	318.82	6,376	10	0
	3,632.40	£74,407	4	3
May 1928	*3,549.84*	*72,764*	*19*	*11*

	May 1929 Tons (2000 lbs.)	Value		
Bulawayo District				
Biltong (Vukwe Asb. Co. Ltd.) ...	6.00	£ 120	0	0
Nil Desperandum and Sphinx (Afr. Asb. Mng. Co. Ltd.)	727.50	16,950	0	0
Norma (United Mng. & Gen. Tr. Ltd.)	60.00	1,200	0	0
Pangani (J. S. Hancock)	28.10	309	16	2
Recompense (Hancock's Asb. Co.)	10.87	135	16	3
Shabani (Rho. & Gen. Asb. Corp. Ltd.)	1,715.72	34,314	6	0
Slip (Vukwe Asb. Co. Ltd.)	3.90	78	0	0
Lomagundi District				
Ethel (Rho. Chrome & Asb. Co. Ltd.)	20.10	410	0	0
Victoria District				
Gath's (Rho. Chrome & Asb. Co. Ltd.)	455.26	9,105	4	0

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King (Rho. & Gen. Asb. Corp. Ltd.)	267.27	5,345	10 0
Princess (Princess Mashaba Asb. Co. Ltd.)	60.00	1,200	0 0
	3,354.72	£69,168	12 5
June 1928	*3,767.40*	*£77,865*	*4 9*

Africa (Union of South Africa).

	May 1928 Tons (2000 lbs.)	May 1928 Value	May 1929 Tons (2000 lbs.)	May 1929 Value
Transvaal				
Amosite	427.50	£ 4,275	966.70	£ 9,917
Chryotile	767.00	14,948	1,271.32	18,531
Blue	15.00	358	...	...
Cape				
Blue	364.36	8,012	461.32	11,389
	1,573.86	£27,593	2,699.34	£39,837

	June 1928 Tons (2000 lbs.)	June 1928 Value	June 1929 Tons (2000 lbs.)	June 1929 Value
Transvaal				
Amosite	384.86	£ 3,877	947.00	£10,187
Chryotile	767.00	14,948	1,271.32	18,531
Cape				
Blue	287.22	5,834	544.23	13,775
	1,570.08	£22,986	2,690.48	£40,294

Cyprus.

July 1929—2,577 tons (2240 lbs.)
July 1928—2,173 tons (2240 lbs.)

BUILDING

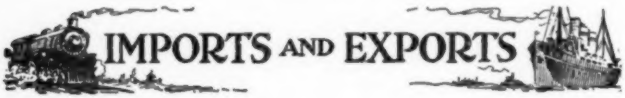
Reports on building activity for July show an increase in both square footage and valuation of contracts awarded.

The July figures are 16,601 projects, 75,463,700 square feet of floor space, valued at $652,436,100.

The June figures were 17,143 projects, 72,797,500 square feet of floor space, valued at $545,891,000.

Total of contracts awarded for the first seven months of 1929 was $3,683,983,000, over half a million lower than for the same period in 1928.

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Imports into U. S. A.

Unmanufactured Asbestos.

	July 1928 Tons (2240 lbs.)	July 1928 Value	July 1929 Tons (2240 lbs.)	July 1929 Value
Africa (Br. S.)	120	$ 21,072	206	$ 39,066
Africa (Port. E.)	154	41,249	260	99,463
Africa (Other Port.)	52	13,130	...	...
Canada	17,236	659,842	21,577	862,921
Germany	178	39,544	104	37,439
Italy	1	1,220	2	1,089
United Kingdom	...	...	...	20
	17,741	$776,057	22,149	$1,039,998
Tabulation of Crude only:				
Africa (Br. S.)	120	$ 21,072	206	$ 39,066
Africa (Port. E.)	154	41,249	260	99,463
Africa (Other Port.)	52	13,130	...	...
Canada	486	109,777	879	205,629
Germany	178	39,544	104	37,439
Italy	1	1,220	2	1,089
United Kingdom	...	...	...	20
Other Grades:	991	$225,992	1,451	$382,706
Mill Fibre (Canada)	7,232	$396,038	7,605	$427,029
Stucco (Canada)	90	1,500	...	...
Lower Grades (Canada)	9,428	152,527	13,093	230,263
	16,750	$550,065	20,698	$657,292

Manufactured Asbestos Goods:

	July 1928 Pounds	July 1928 Value	July 1929 Pounds	July 1929 Value
Yarn—				
Germany	498	$ 495	2,194	$ 1,301
United Kingdom	13,249	3,692	1,429	798
Fabric, Woven—				
Italy	...	...	165	61
United Kingdom	5,055	3,367	10,464	6,048
Packing, Fabric—				
United Kingdom	2,000	670	...	...
Packing, Not Fabric—				
Canada	11	11	40	18
France	2,123	359	...	...
Germany	10,369	2,455	15,502	5,578
Netherlands	...	...	1,000	306
United Kingdom	3,566	1,057	4,273	2,412

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	July 1928 Pounds	Value	July 1929 Pounds	Value
Paper and Millboard—None.				
Shingles, Slate, Wood or Lumber—	(inc. lumber)		(without lumber)	
Belgium	1,807,821	25,326	12,034,120	141,977
Canada	3,206	154	...	...
France	676,628	9,284	...	...
Germany	...	...	200,274	3,746
Netherlands	484,665	7,994	840,521	12,108
Lumber of Asbestos Cement—				
Canada	(included above)		33,465	1,515
Asbestos Cement—				
Italy	...	...	8,177	251
Other Manufactures—				
Italy	...	...	4,097	134
United Kingdom	...	...	1,425	845
Grand Total	*3,009,191*	*$54,864*	*13,157,146*	*$177,098*

Shingles, Slate, Wood and Lumber—By Districts.

	July 1928 Pounds	Value	July 1929 Pounds	Value
Florida	...	...	154,000	$ 2,258
Galveston	137,742	$ 1,699	4,175,744	53,499
Georgia	126,533	1,822	...	...
Michigan	...	...	33,465	1,515
Mobile	...	...	675,912	9,423
New York	429,854	7,267	241,626	3,738
New Orleans	2,119,329	29,474	359,869	5,515
North Carolina	60,424	978	...	...
Philadelphia	95,232	1,364	7,467,764	83,398
St. Lawrence	1,420	40	...	...
Vermont	1,786	114	...	...
	2,972,320	$42,758	13,108,380	$159,346

Exports from U. S. A.

Exports of unmanufactured Asbestos during the month of June[1] 1929 amounted to 28 tons, valued at $8,362; during the same period in 1928, 41 tons, valued at $25,717 were exported.

Exports of Manufactured Asbestos Goods:

	June[1] 1928		June[1] 1929	
Paper, Mlbd. & Rlbd.	50,971	$ 4,286	223,815	$22,821
Pipe Covg. & Cement	663,784	36,512	421,674	24,940
Textiles, Yarn & Pkg.	97,580	58,579	187,268	91,802
Brake & Clutch Lin'g	639,844†	111,696	525,358†	107,663
Asbestos Roofing ..	6,635‡	56,331	7,277‡	52,784
Magnesia & Mfrs. of	370,191	19,298	489,359	35,041
Other Asbestos Mfrs.	188,327	34,280	410,787	48,731

[1]Exports one mo. behind imports. †lb. ft. ‡sqs.

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Imports and Exports by England.

Imports of Raw Material.

	July 1928 Tons (2240 lbs.)	Value	July 1929 Tons (2240 lbs.)	Value
From Rhodesia	1,140	£40,856	148	£2,932
From Canada	420	9,480	523	10,948
From Other Countries	556	15,164	769	21,269
Total	2,116	65,500	1,440	35,149
Re-Shipments	344	12,189	367	12,589

Exports of Asbestos Manufactures.

To Netherlands	87	6,906	120	8,161
To France	54	10,470	38	8,400
To U. S. of America	15	2,381	8	2,533
To British India	711	16,016	704	14,324
To Australia	49	6,639	47	5,450
To Other Countries	2,003	77,698	2,696	93,310
	2,919	£120,110	3,613	£132,178

Exports of Raw Asbestos from Canada.

	July 1928 Tons (2000 lbs.)	Value	July 1929 Tons (2000 lbs.)	Value
United Kingdom	530	$ 48,760	240	$ 24,225
United States	6,676	472,941	8,546	619,815
Australia	155	11,525	150	15,000
Belgium	250	30,625	485	35,600
France	852	62,830	370	31,000
Germany	1,576	122,135	1,414	126,583
Italy	204	23,525	110	8,575
Japan	680	36,782	387	24,300
Mexico	...	...	25	1,625
Netherlands	302	17,725	33	1,485
Spain	64	4,950	22	1,210
	11,289	831,798	11,782	889,418
Sand and Waste				
United Kingdom	70	1,750	180	3,888
United States	10,239	162,138	13,123	230,603
Australia	...	...	...	...
Belgium	66	1,650	1	25
France	60	1,500	90	1,875
Germany	100	2,500	360	9,000
Japan	...	...	43	1,063
Netherlands	230	5,700	107	2,675
	10,765	175,238	13,904	249,129
Grand Total	22,054	$1,007,036	25,686	$1,138,547

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NEWS OF THE INDUSTRY

Birthdays. We extend congratulations and best wishes to the following gentlemen, on the occasion of their birthdays: W. N. Bolster, Manager, Asbestos Covering & Textile Company, Boston, Mass., whose birthday occurs on September 20th; G. Koerner, President of the Insulating & Materials Company, St. Louis, Mo., September 24th; M. William Bray, Secretary, Mohawk Asbestos Slate Co., Inc., Utica, N. Y., September 25th; C. Stanley Morgan, Detroit, Mich., September 25th; W. H. Wampole, Vice President, Staybestos Mfg. Co., September 25th; M. J. O'Malley, President, Standard Asbestos Mfg. Co., Chicago, Ill., September 26th; A. W. Koehler, President, Asbestos Textile Co., New York City, September 29th; O. P. Hennig, President, Hennig Asbestos & Packing Co., Chicago, Ill., October 3; John H. Victor, President, Illinois Philip Carey Co., Chicago, Ill., October 9th; Russell Crawford, Ehret Magnesia Mfg. Co., Valley Forge, Pa., October 9th; William Brookes, President, Ferodo Asbestos, Inc., New Brunswick, N. J., October 13th; Thomas D. Stone, President, Stone Industrial Equipment Co., Springfield, Mass., October 14th; and R. J. Evans, Vice President & General Manager, Asbestos Manufacturing Company, Huntington, Ind., October 15th.

Walter A. RuKeyser, Consulting and Mining Engineer, of 342 Madison Avenue, New York City, specializing in the design and erection of asbestos milling plants as well as the exploration, examination and development of asbestos properties, sailed on August 23rd, on the S. S. Bremen, for Russia. Mr. RuKeyser has been appointed consulting engineer for the "Uralasbest" and has been called to Russia for the purpose of recommending changes which will modernize the asbestos mining and milling industry of Russia as well as to consult about the erection of new milling plants and the installation of new mining machinery and methods.

M. J. O'Malley, President of the Standard Asbestos Manufacturing Company of Chicago, sailed for Europe Saturday, August 10th, on the Cunard Steamship, Scythia.

Clark Asbestos Company. Employees of the Clark Asbestos Company of Cleveland, Ohio., held their annual picnic at the summer home of George N. Clark, President of the Company, on Lake Erie. Everyone had a very enjoyable time.

B. F. Goodrich Company. J. H. Connors, who recently resigned as president of the Republic Rubber Company, has been appointed general manager of the mechanical division of the B. F. Goodrich Company in charge of manufacturing and sales.

A. G. Pryce Williams, Consulting Engineer for Asbestos & General Trust Limited, can now be addressed care of that firm at Mashaba, Southern Rhodesia, Africa.

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The Insulation Club of Chicago, held a Golf outing on Monday, August 12th, at the Bunker Hill Country Club. Practically every asbestos pipe covering contractor in the city was represented, and the rivalry was keen. Those finishing in the money were:

Low net—D. C. Luse of the Luse-Stevenson Company.

Class "A"—First Prize—E. C. O'Connor, Asbestos & Magnesia Materials Co.
Second Prize—John J. Krez of Paul J. Krez Company.
Booby Prize—Chas. Weydig, Asbestos and Magnesia Materials Co.

Class "B"—First Prize—Matthew J. Fitzgerald, Standard Asb. Mfg. Co.
Second Prize—Earl J. Mulligan, Aard Asb. Covg. Co.
Booby Prize—James Moran, Advance Asb. & Cork Prod. Co.

Ninth Hole Putting Contest
Low Gross—60 Handicap Players—Oscar J. Drevniak, Illinois Fireproof Covering Co.

A BIG time was had by all.

Johns-Manville Corporation. Stuart Glenn Meek, for many years Manager of the Electrical Department of the Eastern Division, retired from service with Johns-Manville on July 1st, after 34 years of service. Mr. Meek retires at the age of 58 with anticipation of many more years for rest, travel and enjoyment of his pleasant country estate at Cushman Road, Scarsdale, Westchester County, N. Y.

The title of the railroad and government department of the Johns-Manville Corporation has been changed to the transportation and government department, and a new sales organization plan has been put into effect. This department comprises sales and engineering service to railroads, airways and airplane manufacturers, government, electric railways, and motor coach lines and motor coach manufacturers. George A. Nicol, Jr., vice president, and formerly head of the railroad and government department, heads the new department with direct charge of sales to railroads and airways and airplane manufacturers. C. S. Clingman is assistant to Mr. Nicol in the administration of the department. G. K. Bradfield is staff manager in charge of government sales and J. S. Doyle, Jr., assistant staff manager in charge of sales to electric railways, bus lines and bus manufacturers. P. D. Mallay is chief engineer of the department. The division sales managers are R. P. Townsend, Eastern division, New York; C. E. Murphy, Central division, Cleveland, O.; J. C. Younglove, Western division, Chicago; W. J. Hennessey, Pacific division, San Francisco; L. Papineau, Canadian division, Montreal.

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The Thermoid Company (including 51% of the income of Southern Asbestos Company, or $154,926) reports for the six months ended June 30th, balance of $572,777 after all prior charges including preferred dividends equal to over $2.42 a share on the 236,000 shares of common stock outstanding as of June 30, 1929. The Thermoid Company owns 51,000 shares out of a total of 99,520 outstanding common shares of Southern Asbestos Company.

Net earnings of the Thermoid Company, excluding Southern Asbestos Company earnings, for the first six months of 1929 were $587,792 after depreciation, but before interest charges and Federal taxes, as compared with $500,000 for the similar period of 1928 or an increase approximately 18% in the net.

The President reported the outlook for the company extremely good with sales showing a steady increase.

The Atlas Asbestos Company, Limited, and the Dagnall Asbestos Company, both of Montreal, Canada, have consolidated their interests and will hereafter be associated together in the general asbestos and insulating business.

This move is principally due to a friendship of many years' standing, and, in addition, a desire to serve their customers even more efficiently than heretofore.

J. W. Dagnall has charge of the insulation side of the business, and Gavin Milroy (formerly of the Atlas Asbestos Company) has charge of the manufacturing and general asbestos goods.

The good name "Dagnall Asbestos and Insulating Company" will be merged into the Atlas Asbestos Company, Limited, but the spirit of the Dagnall Company will not be lost in the new consolidation.

"Switch and Bus Cells," is the title of an article appearing in the August 24th issue of the Electrical World, by R. E. Dennis, Chief Electrical Engineer of the Westchester Lighting Company at Mount Vernon, N. Y. The article gives Mr. Dennis' experience with the use of gypsum and asbestos in substations recently constructed in Port Chester, Mamaroneck and Ossining. Manufacturers of asbestos lumber or wood will find the article of interest. We will be glad to lend our copy to anyone upon request.

Hinman Asbestos Corporation. The main office and warehouse of the Hinman Asbestos Corporation is now located at the corner of Binney & Fifth Streets, Cambridge, Mass., allowing not only better storage facilities but greater convenience to their customers. The telephone number remains the same as before—Porter 3426.

W. W. Bates, Vice President of the Rogers Asbestos Company, Inc., has been promoted to general manager of the Houston (Texas) Branch.

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

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

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Kalkrans Asbestos Company, is reported to be operating on the farms Rietfontein and Victorias Poort in the Carolina District, South Africa, and to have produced some Chrysotile Fibre reputed to be of the very highest grade of white spinnable material ever produced in Africa.

Cape Asbestos Company. Rundle Olds, Mine Manager for the Cape Asbestos Company, Limited, is at present in London for a three months holiday.

Russell Manufacturing Company. Pilots flying over the Boston-New York Air Route will appreciate the excellent markers put on roofs of the Russell Manufacturing Company of Middletown, Conn.

There is a standard Government marker 150 feet by 15 feet on one roof and another smaller sign reading "Home of Rusco Products" on another roof. This is a particularly good location for a marker as it is on the most direct route flown by the Colonial Air Lines.

PATENTS

Constructional Material. No. Re-issue 17,369. Granted on July 9th, to Albert C. Fischer, Chicago, Ill., assignor to Philip Carey Mfg. Company, Cincinnati. Filed August 26, 1926. Serial No. 131,796. Original 159,670, dated July 6th, 1926. Serial No. 498,863, filed September 6, 1921. Not asbestos.

Brake Lining. No. 1,720,765. Granted on July 16th, to Talcot P. Smith, Rantoul, Ill. Filed June 9th, 1923. Serial No. 644,444. (Not Asbestos).

Heat Insulating and Fireproofing Material. No. 1,821,096. Granted on July 16th, to Walter L. Steffens, Wyoming, Ohio. Filed March 3, 1922, Serial No. 540,896.

Described as a flexible heat insulating material in fabric form, comprising relatively large weft cords composed of a major percent, by weight, of asbestos fibre, and a minor percent of cotton fibre, and relatively fine non-mineral non-metallic warp rods treated with fireproofing substance, binding said weft cords together in contact of adjacent cords thruout their lengths, said weft cords being of such tensile strength, flexibility, firmness and textile as to preclude distinct flexible strands thruout the body of said fabric.

Method of Making Brake Linings. No. 1,721,696. Granted on July 23rd, to Samuel Hughes, North Charleston, S. C. Assignor to Raybestos Company, Bridgeport, Conn. Filed November 14, 1928. Serial No. 319,451.

Described as a method of making a brake lining which comprises moistening a yarn, passing the wet yarn thru powdered carbon whereby it picks up a coating of this carbon, weaving the yarn into a lining, saturating the lining with a suitable binder and curing with the application of heat.

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THIS AND THAT

The offices of the Asbestos Corporation Limited in the Canada Cement Building, Montreal, command a fine view of Mount Royal, the City's mountain.

H. E. Manville is having a magnificent yacht built at Bath, Maine.

The office and warehouse of the Canadian Asbestos Company, Montreal, is directly opposite a firehouse. The one tries to prevent fire; the other endeavors to extinguish it when actually started. Seems to be an instance of teamwork.

Light's Golden Jubilee, the 50th anniversary of the invention of the incandescent lamp, and a world-wide tribute to Thomas Alva Edison, will end on October 21st in a great international celebration.

A testimonial dinner will be given the inventor by Henry Ford at Dearborn, this to be attended by America's most distinguished men. This will also be the occasion of the dedication at Dearborn, of the completely restored Edison's Menlo Park laboratories and other buildings from Menlo Park, which will permanently preserve for the people a record of the life and inventions of Mr. Edison.

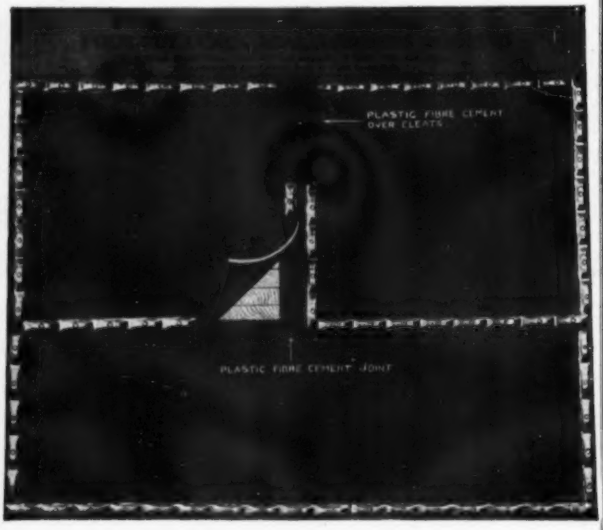
While in Montreal a few weeks ago, the Editor was delightfully entertained by Mr. and Mrs. Marcuse. Mr. Marcuse, as most of our readers know, is President of the Canadian Asbestos Company of Montreal.

A former shoe salesman now selling coal was giving his sales talk to a prospect.

"There's no ash in this coal. Not a bit of sulphur or dirt. It's a wonderful coal."

The prospect asked: "But how many B. T. U.'s are there in it?" And the salesman replied, triumphantly, "Not a durn one!"

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