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A. S. ROSSITER - - EDITOR

PUBLISHED BY

C. J. STOVER

PHILADELPHIA, - PENNSYLVANIA

Entered As Second Class Matter November 23, 1923. at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume XI OCTOBER 1929 Number 4

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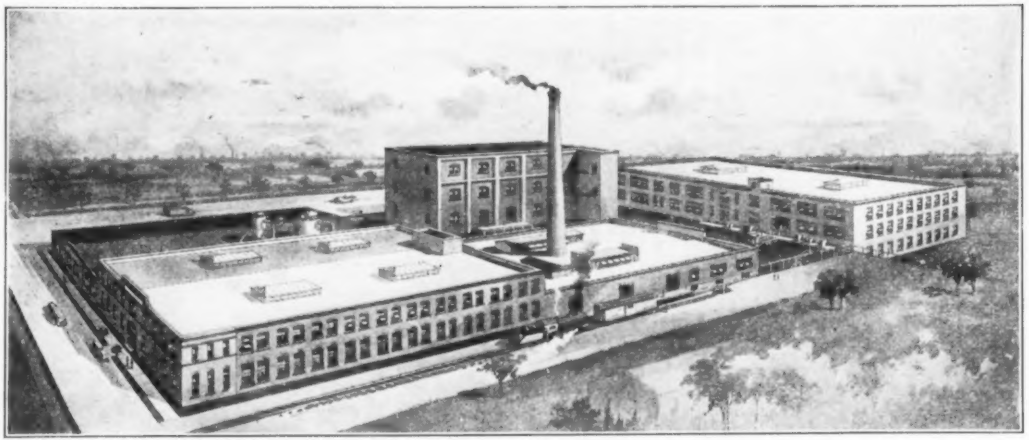
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The latest view of the plant of the Belmont Packing & Rubber Company, Philadelphia.

This firm started in business 36 years ago. Recent additions to plant have brought their manufacturing space up to approximately 110,000 square feet.

The Company produces their Packings completely under their own observation, from crude materials to finished products. They card and spin asbestos yarn, have a complete rubber plant, and are the only packing firm in the country who hackle their own flax. All equipment is strictly modern.

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M. Haskel

A Pioneer in African Asbestos Mining

Those of us familiar with the history of African asbestos mining, have heard repeatedly the name of Michael Haskel, which is why we urged Mr. Haskel to send us something concerning his biography and his photograph.

Mr. Haskel has been connected with the mining industry in South Africa for more than twenty years. For a number of years he was engaged in gold mining at Pilgrimsrest and other places in Eastern Transvaal; in 1920 he turned his attention to asbestos.

He is particularly interested in the amosite deposits of the Pietersburg District, and is most optimistic as to the future of amosite asbestos, but in 1920 the demand for amosite was very limited and its advantages were not appreciated by the manufacturers. In 1926 he prospected and

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opened up a number of properties in the Pietersburg District and at the same time was interested in chrysotile in Rhodesia and in the crocidolite deposits of the Kuruman District (Cape Province.)

It was one of the amosite deposits in the Pietersburg District—the Montana Asbestos Mine in the Malipsdrift Area—which brought the name of Mr. Haskel so prominently before the Asbestos Industry recently, because this mine was purchased by Turner & Newall of London, thus substantiating Mr. Haskel's belief in the future of Amosite in general, and the worth of the Montana mine in particular.

The fibre from the Montana Mine is reckoned to be among the best, if not the best amosite yet discovered in the Pietersburg District, and it is consistent in quality thruout the mine. During the time Mr. Haskel was engaged in opening up the mine, shipments of Montana fibre realized prices that are paid for first grade chrysotile.

In 1928 Mr. Haskel successfully floated the South African Consolidated Asbestos Limited, a company whose holdings are only a few miles from the Montana Mine and he also acquired by purchase and pegging, other areas in the same district.

Mr. Haskel is optimistic as to the future of amosite asbestos. Owing to the cheapness of amosite spinnable fibre as compared with chrysotile spinnable fibre, it is now being put to uses which a few years ago were impracticable because of the prohibitive cost of the raw material.

"I do not anticipate any fall in the present price of amosite," says Mr. Haskel, "in fact, I believe that in a few years time the better grades will hold their own, with regard to price, against chrysotile. The amosite mining industry is only in its infancy in the Transvaal and yet the tonnage produced at present constitutes quite a fair percentage of the total South African asbestos output."

Mr. Haskel will be leaving Africa shortly for Europe, the United States and Canada, where he will make an extensive survey of market conditions, in connection with asbestos and the grading required by users of the fibre. He will also obtain information concerning plant and ma-

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chinery necessary for the satisfactory extraction of asbestos from the ore, and for grading the fibre. Newcomers in the asbestos mining industry in South Africa are handicapped by lack of experience as to the preparation and grading of asbestos for the market.

Pen Pictures of Thetford

THE CITY OF DUMPS

Thetford—the City of Dumps!

But how different from the generally implied meaning.

At Thetford the "dumps" are not trash, odds and ends of all sorts and descriptions—the discards of households, offices and whatnot.

The dumps of Thetford are so immense as to assume a sort of grandeur—huge mountain-like heaps, half a mile or more, with small "railroads" on top.

For the dumps are ever growing larger. Day by day dump cars run out on top of the dumps and deposit the finely ground serpentine, the residue of the mill rock after all asbestos fibre has been extracted.

One wonders how far the dumps will extend in time to come. There must be millions of tons of material already in these dumps. Even were a use found for the finely ground stone, we could not conceive of any use so vast as to remove them altogether; indeed it would take a very large demand to keep even reasonably ahead of the daily deposits made on them.

No—the dumps will probably remain as long as Thetford itself, and longer.

In time to come the whole town may be located on the top of the dumps, as the pits encroach more and more on the present town site.

The dumps add to the picturesque—Thetford would not be Thetford without them.

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The Discovery of Asbestos How, When and Where[1]

When was Asbestos first discovered in the various asbestos producing countries?

Unfortunately this question cannot be answered very definitely or satisfactorily.

Really, when we say "discovery" we refer to the date when the significance and value of the material was first realized by someone. Or, in the case of Canada, for instance, when the material found in the Thetford District was first recognized as being similar to the then very popular "amianthus" found in the Italian Alps, which at that time was the chief, or probably the sole, source of supply.

Andrew Johnson, one of the pioneers in Canadian Asbestos Mining, when a boy, saw asbestos in the rocks in the forests near his home. Possibly many another boy in the Canadian forests saw the rock with the curious fibres, probably amused himself by pulling the rock apart but thought no more about it. Andrew Johnson, however, was enough interested to find out what it was, what it was used for. He never lost his interest in it, being at the time of his death still actively engaged in the Canadian Mining Industry.

We do not know when Asbestos was first discovered. It appears to have been first used by the Romans, and some say as long as 2000 years ago. This was most likely the asbestos found in the Italian Alps, and probably the Cyprus deposits were found at about the same time, references being made to lamp wicks of "Carpasian linen", referring to a mineral fibre obtained from Carpasius in Cyprus, at a very early date.

Probably the knowledge of asbestos and its qualities were known only locally, for interest in it appears to have lapsed for many years as it is mentioned but seldom in the literature of the Middle Ages.

Charlemagne, who reigned from 768 to 814 is said to

[1]Sixth in the series "The History of Asbestos."

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have had a tablecloth made of asbestos which, after use, he threw into the fire for cleansing.

Marco Polo when travelling thru the Empire of Tartary (Siberia) in the 13th Century was shown some cloth which proved to be asbestos from a mountain in the Province of Chinchuitalas.

At a meeting of the Royal Society in 1676, a merchant from China exhibited a handkerchief of "salamander's wool" or "linum asbesti".

Joachim von Sandrart writes in his "Teuschen Academie" (1679) of an asbestos napkin exhibited in the Imperial Treasury at Vienna as a valuable article. This napkin belonged to Ferdinand III who paid 18,000 gulden for it.

We next hear of asbestos between 1710 and 1720 when a farmer, Sofron Sogra, found Asbestos in the Ural district, and mining is said to have been begun soon afterward by Nikita Demidof, one of the founders of a well known family in the district. During the reign of Peter the Great, about 1742, a factory for the manufacture of asbestos was established. The process of manufacture was known as the Nevjansko process and textiles, socks, gloves, handbags, etc., were made for fifty or sixty years. The enterprise is said to have failed on account of the limited demand for the product and lack of transportation facilities.

The first modern attempt to exploit asbestos deposits was made in the Aosta Valley of the Italian Alps by a London Syndicate about 1860, for the purpose of experimenting on a large scale; and almost simultaneously with the exploitation in Italy asbestos was discovered in the Des Plantes River region between St. Joseph and St. Francis villages, in the Province of Quebec. This latter deposit, however, was comparatively limited and all attempts to work it profitably failed. It was in 1877 that asbestos was found in the serpentine hills of Thetford and Coleraine, the credit for this discovery being claimed by Robert Ward, altho many believe that the first find was made by a French Canadian named Fecteau. However that may be, the Italian Asbestos was so popular with the British manufacturers at that

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ASBESTOS



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THETFORD MINES

QUEBEC CANADA

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time that it was found very difficult to introduce the Canadian material which was of a very different character. In fact the Thetford asbestos which is today considered by many as the best type of asbestos fibre, had about as hard a time gaining a foothold as the Crocidolite did later, and amosite is going thru practically the same experience today.

The earliest reference to the occurrence of Crocidolite or Cape Blue Asbestos in South Africa is probably that of Klaproth in 1815, who published an analysis of material collected by Lichtenstein in the Orange River. The name crocidolite was proposed by Housmann in 1831 and means a "stone" with "woolly" appearance. Klaproth describes the material as Blau Eisenstein (blue ironstone).

It is said that in 1890 some of the "boys" (native workers) engaged to work in the Kimberley diamond mines, brought in the first specimens of blue asbestos from their homes near Prieska in the Orange River section. These came into the hands of a speculator named Cohen, and he in turn interested Francis Oats and others with the result that a syndicate was formed to protect the deposits. In 1893 the syndicate became the Cape Asbestos Company Limited, floated in London, with L. Breitmeyer as Chairman and Francis Oats in charge of the Company's interests in South Africa. Indeed the success of the Blue Asbestos Industry is attributable in large measure to Oats, who never lost faith in the possibilities of the material, despite many discouragements.

The date of discovery of Rhodesian Chrysotile can be set with fair accuracy. It appears that A. Heyman, Mining Commissioner in the Victorian District was in the habit, in 1906 and 1907, of sending to F. P. Mennel, specimens of minerals for determination, and this encouraged prospectors to bring him anything which appeared interesting or unusual. On several occasions specimens of asbestos were included among the samples sent and eventually, early in 1907, it was suggested to Mr. Heyman that the mineral was potentially valuable if occurring in any quantity, and that the deposits should

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be pegged. As asbestos was not then included in the list of minerals which could be located under the mining law, it was necessary to have the pegging of the claims authorized by the Mining Commission. Finally a prospector named Gath was authorized to peg some ground at Mashaba and it was later disposed of to a London syndicate which has since developed into the Rhodesian and General Asbestos Corporation.

The year 1905 marks the first attempt to exploit the chrysotile occurrences near Carolina in the eastern Transvaal, Africa.

It was in 1907 also that a new kind of asbestos fibre was located in the Lydenburg District, possibly somewhat earlier. The actual discoverer of this new type is not known and the first mention of it is found in the Annual Report of the Geological Survey of the Transvaal in 1907, where its presence is recorded on the right bank of the Olifants River in Eastern Sekukuniland on farms including some of the present mines. This was what is known as "amosite" asbestos but unfortunately the name is not geologic in origin, having been given the material by A. L. Hall, B. A., F. G. S., Director of the Geological Survey of the Union of South Africa. The Asbestos Mines of South Africa was the name of the firm first exploiting this fibre and Dr. Hall took the initial letters of each word in the company's name and built from them the name "amosite".

The Arizona deposits of chrysotile were discovered in 1900 and the first company formed for development work was the Hance Asbestos Company. This deposit was situated in the Grand Canyon, the Globe deposits, or rather those situated at the head of Pinto Creek, twenty-three miles west of Globe, were found in 1903. The mines on Ash Creek now owned and worked by Johns-Manville Corporation were not opened until 1914.

Asbestos is found in practically every country on the globe, but often insufficient quantity, inferior quality or inaccessibility prevent it from being commercially valuable.

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Asbestos Cement Pipes

Some of our readers may wish to know something of Asbestos Cement Pipe which will shortly be manufactured in this country under the name "Transite Pipe."

While entirely new to America, this pipe has been in use in Europe for a number of years, where its durability under various conditions of soil and for a great variety of purposes has been thoroly established. This pipe will be manufactured by Johns-Manville in five general classes, one class of light weight designed for flue piping and exhaust stacks, and four pressure classes to carry liquids at working pressures of from 40 to 225 pounds per square inch.



A Curve and a "Y" in Asbestos Cement Pipe.

The flue pipe is not affected by the ordinary stack temperatures and is suitable for venting house heating boilers and automatic water heaters; also for chemical service. The pressure pipe is suitable for delivery of hot or cold water, brine and various process liquids and solutions under pressure. A number of foreign municipalities have successfully used it for gas distribution.

The principal American markets include the building material field and a great variety of industries such as petroleum, chemical, metallurgical and mining. Railroads and public utilities also constitute large markets. In addition to the standard uses for this material, there are a variety of special uses, such as fire protection over electric cables and power leads.

The process for manufacturing this pipe produces a dense close grain material which is readily cut, tapped or

[1] A description of this material, process of manufacture, tests, method of joining, etc., was published in April 1925 "ASBESTOS."

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threaded with the same tools and in the same manner as iron pipe. Its weight is from 50 to 65% less than cast iron or steel pipe, which means a decided saving in freight and in the labor of handling and installing. This pipe has about 14% greater delivery capacity than has new cast iron or steel pipe.

Due to its composition of non-metallic materials, it retains this capacity thruout its life, since, unlike metallic pipes, tuberculation does not occur. It is also entirely free from electrolysis and soil corrosion.

Asbestos Cement Pipe because of its many advantages should command a wide market in America. Indeed it seems odd that it has not been introduced to American Engineers long before this.

Asbestos Roofing Protects Buildings

By H. C. Charles

We have used asbestos in various places and many different applications. It is a material which seems to fit almost every requirement. Quite recently a serious roof fire indicated another use for this material.

In this particular case it was a foundry building presumably fireproof. The roof was concrete tile on steel truss construction. The tile was overlaid with double thickness of celotex insulation and on this was applied a fifteen pound asphalt felt with a thirty pound asphalt felt cap sheet. A total of fifty pounds of asphalt, twenty-five between the felt sheets and a twenty-five pound mop coat, was used with the felt roofing. In every respect it was a very good roof.

This particular roof covered the core room in which oil fired furnaces were used for baking cores. In the core-baking operation considerable carbon soot collects in the pipes and ducts and occasionally this carbon soot fires. The pipes, under these conditions are a veritable furnace as the flame roars thru to the outside. The stacks, of course, pass thru the roof to the outside and altho considerable care had been exercised in insulating the roof adjacent to the up-

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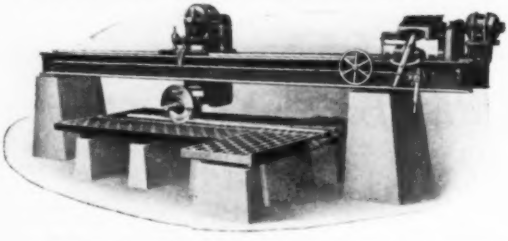
take pipes, it was thought that no danger existed around the stacks at a greater distance.

However, on this particular morning that the pipes burned out they not only became exceptionally hot but large flakes of burning soot passed out of the pipes landing on the roof. In a few minutes the asphalt roof began to burn and before the fire could be put out by the use of extinguishers it had destroyed several squares of perfectly good roofing. Fortunate indeed that the entire building did not suffer damage.

The next act was to repair the damage. Obviously the asphalt type of roof would not suffice around these stacks and other materials needed to be considerd. The roofer who was given the job suggested asbestos top sheeting of the roof adjacent to the stacks and after considerable discussion his suggestion was adopted.

The new roof consisted of the regulation fifteen pound felt, the thirty pound felt and then the asbestos paper over this. The asbestos used was just the plain asbestos paper applied with asphalt between this and the thirty pound felt. This roof has withstood several stack fires since but without the disastrous results of the preceding roof.

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F. C. Jenkins, Managing Director of the Cyprus Asbestos Company of Limassol, Cyprus.

The success of the Cyprus Asbestos Company is due largely to the tireless efforts of Mr. Jenkins, who has been Managing Director since 1924, and his associate, A. S. Runacres.

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Wooden Shingles and their Use in Roofing

By C. P. Harris, Ph. D.*

Wooden shingles have always been popular in the United States. Most probably because timber has been abundant in most sections of the country, and, consequently, the cost of wooden shingles has been low. The same cause accounts for the fact that transportation charges have been negligible. Wooden shingles, if untreated, are inflammable and not as durable as slate or tiles, but, if properly treated, they are fire resistant, and the better qualities will last well for the ordinary residence. They possess a great esthetic advantage as they can be stained any desired color, and on short notice, and many architects have preferred them for this reason.

The use of wooden shingles in Europe is not nearly so extensive as in this country, with the exception of Scandinavia. In England, their use has declined to such an extent as to make a wooden shingle roof today almost a curiosity. According to Blake[1], "Shingles can, perhaps, be described as the natural form of roof covering for a wood-producing country, as it is generally agreed that local materials are more likely to fit in with the natural surroundings of the district, than any whose nature is foreign to the locality, and which would have to be imported from a distance."

Several factors operate to indicate a gradually decreasing use of wooden shingles in this country. The increasing cost of timber, due to the lessening supply, allows other roofing materials to compete more easily. The increased prosperity and distribution of wealth encourages the use of more permanent and protective roofings, even if the initial cost is greater. The appearance, in recent years, of roofings with a variety of pleasing colors eliminates one advantage of wooden shingles.

Wooden shingles are a very ancient form of roofing. Houses with wooden shingled roofs are said to have existed

* Technical Director, Universal Trade Press Syndicate.

[1] E. G. Blake "Roof Coverings" p. 34

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in Rome as early as 200 B. C. The reasons for this long use of wooden shingles can be accounted for by several advantages other than low initial cost and a variety of color. They have the greatly desired property of *lightness.* This means that a much lighter system of framing can be employed for the roof timbers, with resultant saving in labor and materials. This advantage is discounted somewhat, by the necessity for a steep pitch, so that rain will flow off quickly and completely; the surface of the shingle is so rough and uneven that a flat pitch would obstruct the flow of water. Furthermore, wooden shingles do not lie flat and, unless the pitch is steeper than that necessary with other roofing, the water is likely to be blown in under the tails. But the main advantage of wooden shingles is their strength. They will stand almost any sort of treatment. Once they are properly attached to the roof, they are there to stay, storms or winds being unable to dislodge them. If properly set sun and rain do not affect them, and they can not easily be broken.

Objections to the use of wooden shingles include the inflammability of the wood, the steeper pitch required and a lack of insulating properties. All of these objections can be overcome, altho doing so adds to the cost of the roof. It is also claimed the wooden shingles are apt to split in the sun. This tendency cannot be denied, but the cause of it may be due often or entirely to the manner in which they are laid and not to the properties of the wood itself.

Shingles are made from a variety of woods, such as cypress, cedar, white and yellow pine and spruce. Their durability follows that order. In this connection Kidder[2] states "an instance is on record of cypress shingles which remained for one hundred and four years in a good state of preservation on the roof of a Virginian mansion. Redwood shingles should remain in good condition for twenty-five to fifty years, and if dipped in oil, will probably last longer. Cedar shingles should last, with ordinary treatment, from twelve to fifteen years; and if dipped in oil or creosote twenty-five years." Cypress shingles are somewhat more durable than redwood but the latter are much

[2] F. E. Kidder "Building Construction & Superintendence" p. 323.

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E. GROSS & CO., INC.
HARTFORD CONN.

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less inflammable and have a pleasing natural color. These two woods, together with cedar, constitute those most used for shingles. Cedar is sufficiently durable when stained and creosoted.

Cedar and redwood shingles are sawed 20 inches in length, and cypress shingles both 20 and 24 inches. Redwood and cedar varieties come mainly from the states of Washington and Oregon and are 8/16 and 9/16 inches thick at the butt. Cypress shingles have usually the latter thickness. Ordinary "run-of-the-mine" shingles vary in width, from 2½ inches to as much as 16 inches. They are packed in bundles, usually four of which contain a thousand shingles. Unless otherwise specified, a "thousand shingles" means the equivalent of one thousand shingles each 4 inches wide. "Dimension shingles" can also be obtained, that is, in uniform width, usually 6 inches, altho 4 and 5 inches are also available. They are of the best quality and the butt ends are usually sawed to various patterns. Shingles of the best quality should be free of sap, shakes and knots. Washington and Oregon cedar is almost free of these defects. Small knots are permitted in the pine and cypress variety.

Shingles are made either by cleaving from the log or by sawing. The latter are by far the more common, but the former method makes the better shingle. Sawing tends to produce a cutting of the wood fibres when the grain is not perfectly straight, thus causing a tendency to warp during weathering. Cleft shingles have much less tendency to warp, and age to a more pleasing appearance, but considerable waste of lumber is involved in their production, and they are, consequently, more expensive.

Shingles should be laid over waterproof paper or felt. It is an advantage to use battens, rather than nail the shingle right to the boards, as the use of these pieces will permit circulation of air under the shingles, and allows them to dry out after a heavy rain. If battens are not used, the shingles will "sweat" on the underside and are likely to warp on drying out. Shingling is started at the eaves with a double course, and the courses above are single. Each shingle is fastened by two three-penny nails, preferably galvanized and driven in about eight inches above the

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Padlocked!

It's an even more effective lock Ric-wiL Provides to Protect Your PIPE COVERING

- and here's the Lock



The Loc-liP Side Joint which locks top and bottom halves of conduit together, restoring strength of split tile.

WHEN Ric-wiL engineers perfected the Loc-liP Side Joint, they made Ric-wiL Underground Conduit the best and most efficient method of keeping underground pipe coverings dry—and pipe coverings *must* be kept dry to afford proper insulation.

Hundreds of miles of Ric-wiL Conduit are keeping the insulation on underground steam pipes dry and efficient. Give your pipe covering a chance to do its best by recommending and installing Ric-wiL.

We furnish materials to meet your every specification. Communicate with Ric-wiL engineers for detailed information.

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

Originators of Waterproof Conduit Filler

RIC-WIL

UNDERGROUND CONDUIT

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butt, or lower end. The shingles usually outlast the nails by many years. The courses should overlap each other so that the part of the shingle exposed to the weather will be less than one-third the length of the shingle. Shingles of 16 to 18 inches in length should be exposed not more than 4½ and 5½ inches respectively.

The ridge of a shingle roof is made by sawing off the tops of the shingles and nailing over them two boards, keyed together, called "saddle boards." The ridge may also be finished with a broad wood roll, deeply grooved on the under side to fit over the point of the shingles. This roll can be advantageously covered with sheet lead, or zinc, securing the open ends to the roof. This is a preferred method. "Hips" are those ridges other than the apex, which run down to the eaves of the roof. They are best finished by means of a metal roll as in the case of the apex, but other methods may successfully be used. Tight joints around chimneys are obtained by "flashing" with tin or zinc sheeting, under the edge of the shingles. It is advisable to use "counterflashing" of metal or slate over the shingles at the same point. Valleys are flashed by laying a metal strip the length of the valley and fitting the shingles over it.

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.

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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FACT AND FANCY

The Federal Trade Commission and Unfair Practice.

Not often, but occasionally, we hear complaints in the Asbestos Industry of unfair competition and unfair trade practices.

Efforts have been made within the Industry for many years to eradicate such unfair methods and while resolutions have been made from time to time, they are inevitably broken by one or another of the participants.

The Federal Trade Commission, upon invitation, will sit in with meetings of industries, and will assist in setting up codes of practice, parts of which at least become enforceable at law upon complaint of an infraction to the Federal Trade Commission.

It might be that the Asbestos Industry, in its several divisions, could profitably consider the advisability of holding such a trade practice conference.

Simplification of Pipe Covering Sizes.

For a great many years the speculative builder has used, and demanded, pipe insulation of a thickness which defeats the purpose for which it is used.

Insulation to conserve heat in steam or hot water pipes should not be less than ¾" thick, but almost 90% of all speculative work is covered with ½" thick insulation of one kind or another.

This forces the manufacturer to make these unnecessary items; it forces the jobber to stock them; all of which interrupts production, ties up a great deal of money and, in the end, cheats the ultimate consumer of both money and comfort.

In fact the general use of ½" or 2 ply Covering in speculative building is a serious blot on the otherwise relatively clean records of the Asbestos Industry.

The U. S. Bureau of Standards has already been asked to investigate this situation for the purpose of aiding reputable covering manufacturers to eliminate

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entirely the use of ½" (or 2 ply) thick covering.

This is a most worthwhile project and deserves the support of every man in the Asbestos Industry. If we all get together and push, it is quite possible that we will be able to start 1930 with these undesirable items eliminated from inventories, and take the first step toward eliminating this wasteful practice of the speculative builder.

Address your comments either direct to the Division of Simplified Practice, Bureau of Standards, Washington, D. C., or to this office for forwarding to them.

Figuring Labor on Fittings.

On September 25th a letter and list of questions concerning the figuring of labor on fittings was sent by this office to about sixty insulation contractors.

We admit that this list of questions looked rather formidable, especially to a busy insulation contractor, but, if each contractor receiving the letter will do his best to answer as many of the questions as possible, we know each will be greatly benefited by the answers of all.

There is another angle to it. Often in digging out the answers to questions of this sort, you find out things about your own particular problems and your own particular organization that you never before suspected.

We believe you will be well repaid for the time and thought you expend on the answering of this questionnaire.

The Cover Page.

We have been rather experimenting with the cover page these last four months. July was printed in black on a slightly tinted background; August appeared in green (the asbestos color) on white cover stock; September we tried out the black again, but this time on the pure white cover; this number is in yellow (which may or may not resemble the Arizona Crude.)

We think the sketch for the cover of this current volume very good, and have had several favorable comments on it from readers. Its particular advantage is that it focuses the attention entirely on the piece of Crude in the center.

Tell us whether you like the colored covers; if you do we plan to use a different tint each month.

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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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Little Lessons in Selling

By John T. Bartlett

WHAT IS A "NO" MAN?

Do you know a "no" man when you meet him? And how do you deal with him? Modern office organization by many businesses, particularly the larger ones, places on a subordinate the duty of winnowing out of the host of men who come selling things, a much smaller number for the real buyer to contact. The subordinate has been dubbed by many salesmen the "no" man of the concern. He is empowered to say "no" to your proposition, but he can never say "Yes."

He knows in a general way only what will interest the real buyer, and his operations, in nearly every case, if permitted to be final, will shut off many propositions which, put before the buyer, would have a real chance of success.

"You know, Mr. Jones, it is the policy of this company, and has long been, not to buy material of this sort", he begins, with a fluency which salesmen should learn to recognize. Parrotlike, he repeats his story. He says it with finality, as tho he were giving you the decision of his company in the matter.

Now, on occasion, a "No" man imparts valuable information, and, maybe, decisive information. The important point, however, is that very frequently he does not. His own size-up is inaccurate. His superior, contacted, could be sold.

How can you get to the superior? There's the rub! Ingenuity is required.

We know of one salesman who very frequently makes opportunity to meet the buyer a thing of personal courtesy and privilege. "Mr. Thomas, President of our Company, gave me orders in particular to meet in person your Mr. Sampson. If you will take that message to Mr. Sampson I am sure he will want to see me."

We know of another salesman who gives his name to buyers without giving his business connection, declin-

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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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ing at the time to discuss the matter with the "No" man. Of course, oftentimes he is not successful with these tactics. His business connection is insisted on. However, now and then the device is successful.

Most important of all—know who the real buyer of your prospect concern is. Recognize the "No" man for what he is. Don't overestimate his responsibility and authority when he says thumbs down.

AUTOMOBILE PRODUCTION

August production of Automobiles in the United States and Canada totalled 513,843, of which 499,629 were produced in the United States and 14,214 in Canada.

Divided as to kind of vehicle, 454,751 were passenger cars, 59,092 trucks, taxicabs, etc.

Last August the total production was 492,543 vehicles.

Preliminary reports for September production place the total at 417,000, which brings the production for the first nine months of 1929 up to 4,828,720, more than the total production for the whole 12 months of 1928.

ASBESTOS STOCK QUOTATIONS

			September 1929		
	Par.	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	9⅞	4½	5
Asb. Corp. (Pfd.)	100	7	30	15	15
Carey (Com.)	100	8	380	360	380
Carey (Pfd.)	100	6			
			No sale. 121 bid and none offered		
Certainteed (Com.)	np	–	29⅝	26¾	27⅛
Certainteed (Pfd.)	100	7	75	75	75
Garlock Packing (Com.)	np	–	35⅜	30⅛	31
Garlock Pkg. (6s Deb. 1939)	100	6	118⅛	111	111
Johns-Manville (Com.)	np	3	219¼	190⅝	192
Johns-Manville (Pfd.)	100	7	122	120	121
Raybestos (Com.)	np	3.20	121	118	118
Raybestos-Manhattan Inc. (Com.)	np	–	58½	51¾	52
Ruberoid (Com.)	np	4	72½	70	71½
Southern Asb. (Com.)	np	2.25	38½	32½	33¾
Thermoid (Com.)	np	–	34⅝	31½	32½
Thermoid (Pfd.)	100	7	103⅜	96⅝	98⅞
Thermoid (6s 1934)	100	6	98	90	91⅝
U. S. Asb. (Com.)	np	3	61	60	61

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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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ASBESTOS S.V.K. ST. NIKLAAS N.V. 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.

"If," says Forbes, "the final quarter does as well as the first three quarters of the year, all will be well."

And the Industrial Digest, commenting on the business trend, says that the prospects for a highly satisfactory, perhaps a record, fall and holiday season, make it a practical certainty that with the phenomenally high records already established for the first nine months of this year, 1929 will be the greatest year that American business has ever experienced.

The building industry is apparently the only unsatisfactory element in the situation. New construction is below the volume for the past two or three years.

Reports from Canada indicate an encouraging tone to both wholesale and retail trade—a good volume of business being reported.

Asbestos—Raw Material.

One of our readers sums up the raw material situa-

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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)

tion very aptly, in our opinion. He says: "There is no great change in the raw asbestos situation with the exception that buyers are not eager to place large contracts for raw material for next year's delivery.

"When purchases are made the buyer stipulates that if prices decline such decline will be reflected to him. Just how this would work out is difficult to say, for the seller may claim that he has not reduced his price, but the buyer will point out that other materials which will answer like purpose, have declined. In the main, however, there will not be any serious decline below prices on old contracts still unfilled, and on which most suppliers are still making deliveries.

"There might be a slight easing up on shingle fibres due to large production and rather poor shingle business in Europe. Building business in Europe not being very active is the reason more shingle fibre contracts have not been made."

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Manufactured Asbestos Goods.

Textiles. The Asbestos Textile division of the Asbestos Industry continues very strong. Both the electrical industry and the safety clothing people have been very busy, and orders are coming from these two sources in fair volume. The production of heater cord is generally resumed in the fall months and a good demand for this class of material is expected this year altho prices on heater cord have become increasingly competitive and the margin of profit is very close.

Brake Lining, has begun to feel the beginning of the slump in automotive sales which has been some time in coming and which, to some manufacturers seems overdue. Brake Lining for original equipment has dropped off in the last month, and the resale situation is still suffering from the sale of so many different types of lining—woven, molded and semi-molded. Service Stations complain that they cannot tell which way the trade is going, and therefore cannot stock any one material. This, no doubt, is the cause of abnormally slow business at the present time in the brake lining line.

Insulation. The Magnesia situation is in a more favorable position today than it has been at any time since the war, owing largely to the tremendous increase in industrial building. It is extremely hard to predict how long this condition will continue, it all depending on general business and particularly on how much expansion there may be expected to be in power plant building and equipment.

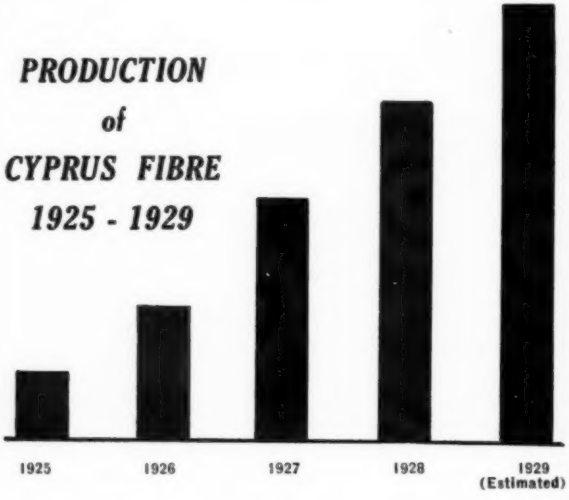
The aircell situation is improving, seasonally, as winter approaches but since the building of apartments and homes is somewhat off, naturally the volume of low pressure insulation is below normal. The market for these goods seems to be fairly firm to the wholesale trade altho it is regrettable that some of the wholesalers are so hungry for business that they appear to be offering cut prices to plumbers and steamfitters.

If the wholesalers, meaning plumbing and steam fitting jobbers, would carefully study their overhead cost, we feel quite sure they would quickly realize the fallacy of trying to hold volume at the expense of price.

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CYPRUS ASBESTOS COMPANY

LIMITED



SOLE SELLING AGENTS

CYPRUS TRADING CORPORATION, Ltd.

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

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Paper. Demand has been light but is increasing somewhat. Buyers who have held off for the last month or so, are sending in fairly large orders. Prices remain about the same.

Asbestos Cement Products. There has been practically no change in the shingle situation from last month. Demand is fair and prices fairly stable.

The Corrugated situation shows unprecedented demand, in fact the factories are hard put to it to fill orders. This undoubtedly is due to the tremendous increase in industrial building. Naturally, under these conditions, prices are very firm.

Our London correspondent comments on general conditions in the asbestos industry. He says:

"No great change has taken place in the trade condition of the asbestos industry during recent months. The holiday season has had its usual effect of keeping things very quiet and it is too early yet to say what the ensuing autumn season is likely to produce. There is, however, an underlying optimism, due partly to the energetic action which is being taken by the leading members of the new Labour Government in the United Kingdom. Schemes for reduction of unemployment are well under way and these, combined with the undoubted pacific tendency in the Government's policy generally, will doubtless assist in the revival, not only of the Asbestos Industry but of industry in general. Summarized, we think the verdict on today's position is 'Dull, but improving.' "

Editor's Note. **The opinions above are not our own, but those of well informed men in the various lines. We believe they fairly represent the conditions found in the various markets. If your experience does not agree with them, let us have your views.**

"Asbestos, 1928," a pamphlet prepared by Oliver Bowles, Supervising Engineer of the Building Materials Section, Bureau of Mines, Washington, D. C., has just been received. Mr. Bowles gives a very comprehensive survey of the world situation in Asbestos during 1928.

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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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CONTRACTORS AND DISTRIBUTORS PAGE

OVERHEAD

Overhead is one of the most important factors in the Insulation Contractor's operations. Often in charging overhead, various items are missed. A good plain list of them, constantly before you will serve as a reminder.

One of our readers gives us a list of what he considers overhead items in the insulation contracting business. They are as follows:

Executives' Salaries
Salesmen's Salaries
Office Salaries
Executives and Salesmen's Traveling Expense.
Extra Compensation (if any)
Rent
Light, Heat and Water
Building Alterations
Telephone and Telegraph
Tools and Equipment
Printing and Stationery
Postage
Office and Sundry Expenses
Advertising
Executive Insurance
All other Insurance except Workmen's Compensation and Public Liability
Dues and Subscriptions
Local Taxes

All other items of cost to execute a contract should be figured in the cost of the individual job.

The total of the above items will give operating cost, to which should be added interest on capital invested at 6%. From this should be deducted income from investments, and also, the difference between discounts allowed and discounts earned.

The sum of the above items will give the total overhead, which can be compared with the wages paid to workmen, and a percentage arrived at that can be added to the labor estimate for each job.

If a percentage of overhead to billing is desired, the same figure (the sum of the above items) can be applied to the total billing, and a percentage arrived at that can be added to the total cost of each estimate.

The items which have not been included in overhead, but should be added to each job as a part of the job cost are:

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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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Supervision of Workmen and Supervisor's Expense
Freight and Cartage of Material to the work
Liability and Compensation Insurance
Scaffolding
Sub-Contracts
Workmen's Expense
Miscellaneous Contract Expenses

Income Tax, paid the Federal Government is not included in operating overhead, as it is based on a percentage of net profit.

WAGE NOTES

Pittsburgh, Pa. Altho agreement expired September 1st, its terms are still being used.

St. Louis, Mo. Agreement recently entered into authorizing a wage rate to mechanics of $1.45 per hour from July 1, 1929 to June 30, 1930, and $1.50 per hour from July 1, 1930 to June 30, 1931.

Improvers, 50c per hour for the first two years and 75c per hour for the 3rd and 4th years. Working rules substantially the same as under the old agreement.

BUILDING

August construction records show decline, the month's volume amounting to $488,882,400, a decline of 25% when compared with the July total, and a decline of 5% from August of last year.

"A survey of new structures erected in the Chicago area," says Furnaces and Sheet Metals, "indicates that building insulation is becoming more than just a passing fancy. This means warmer buildings, easier to heat."

The plumber worked and the helper stood helplessly looking on. He was learning the business. This was his first day.

"Say," he inquired, "do you charge for my time?"

"Certainly, you idiot," came the reply.

"But I haven't done anything."

The plumber to fill in the hour, had been looking at the finished job with a lighted candle. Handing the two inches of it that were still unburned, to the helper, he said, witheringly:

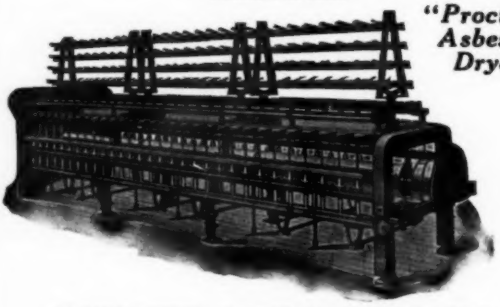
"Here, if you gotta be so darned conscientious, blow that out!

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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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Africa (Rhodesia).

The July figures for Rhodesian production have not been received up to time of going to press. They will therefore be reported in the November issue.

Correction. In our September issue the figures for May were headed June, and the figures for June were headed May, thru an error made by our printer. Readers should change the headings. These figures appear on page 48, of the September number.

Africa (Union of South Africa).

	July 1928		July 1929	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Transvaal				
Amosite	444.00	£ 4,440	849.05	£ 8,747
Chrysotile	778.00	14,880	1,174.50	16,049
Blue	...	90	...	...
Cape				
Blue	299.32	6,483	523.62	13,260
Natal				
Chrysotile	...	...	10.00	150
	1,521.32	£25,893	2,557.17	£38,206

Cyprus.

August 1929—2,764 tons (2240 lbs.)
August 1928—2,416 tons (2240 lbs.)

Canada.

Latest figures for production of Asbestos in Canada for the six months ending June 1929, were as follows: (Tons—2000 lbs.)

Crude No. 1	387 tons	Shingle	15,115 tons
Crude No. 2	1,296 "	Millboard & Paper	41,899 "
Other Crudes	352 "	Fillers, floats, etc.	66,343 "
Spinning	9,342 "		
		Total	134,734 "
		Sand and Gravel	7,459 "

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Asbestos Fibre

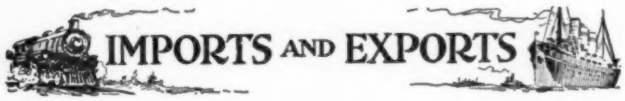
for the manufacture of

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.

	August 1928		August 1929	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Br. S.)	248	$ 49,346	396	$ 63,264
Africa (Port. E.)	244	77,190	413	148,135
Africa (Other Port.)	23	6,217	...	...
Belgium	...	...	145	22,151
Canada	15,382	549,661	20,994	771,251
Germany	147	40,833	84	31,155
Italy	3	628	39	14,810
Malta, Gozo, etc.	1	84	..	..
Russia	..	..	..	62
United Kingdom	35	10,059	82	34,909
	16,083	$734,018	22,153	$1,085,737
Tabulation of Crude only:				
Africa (Br. S.)	203	44,840	396	63,264
Africa (Port. E.)	244	77,190	413	148,135
Africa (Other Port.)	23	6,217	...	...
Belgium	...	...	145	22,151
Canada	383	107,468	658	169,313
Germany	147	40,833	84	31,155
Italy	2	559	39	14,810
Russia	..	..	..	62
United Kingdom	33	9,795	82	34,909
	1,035	$286,902	1,817	$483,799
Other Grades:				
Mill Fibre (Italy)	1	69	...	...
Mill Fibre (Malta, Gozo, etc.)	1	84	...	...
Mill Fibre (United Kingdom)	2	264	...	...
Mill Fibre (Br. S. Africa)	45	4,506	...	...
Mill Fibre (Canada)	7,296	321,000	7,467	383,821
Lower Grades (Canada)	7,703	121,193	12,869	218,117
	15,048	$447,116	20,336	$601,938

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Manufactured Asbestos Goods.

	August 1928		August 1929	
Yarn—	Pounds	Value	Pounds	Value
Germany	...	...	807	$ 348
Italy	...	...	198	311
United Kingdom	22,271	$ 6,305	450	427
Fabrics, Woven—				
Germany	...	...	107	53
United Kingdom	5,038	4,191	22,249	11,781
Packing, Fabric—				
Germany	113	138	...	...
United Kingdom	6,770	1,993	...	...
Packing, Not Fabric—				
Canada	195	59	370	74
Germany	2,153	688	913	922
Hungary	461	125	930	313
United Kingdom	7,914	2,565	21,688	10,048
Paper and Millboard—				
Norway	316	57	...	...
United Kingdom	300	82	...	...
Shingles, Slate, Wood or Lumber—	(inc. lumber)		(without lumber)	
Belgium	1,331,964	19,632	733,860	9,931
Canada	51,600	3,967	3,000	151
France	511,803	7,353	570,161	7,074
Germany	78,547	1,409	199,578	3,180
Netherlands	616,485	10,834	53,943	801
Italy	...	...	571	20
Asbestos Cement—None.				
Other Manufactures—				
Canada	...	...	13	30
France	86	16	...	...
Germany	73	20	...	...
Italy	...	...	1,619	78
Grand Total	*2,636,089*	*$59,434*	*1,610,457*	*$45,542*
Shingles, Slate, Wood and Lumber—By Districts.				
Florida	113,340	1,912	40,900	622
Galveston	101,550	1,725	136,134	1,857
Georgia	...	...	39,683	507
Michigan	51,225	3,954	...	...
New York	478,228	9,627	90,700	1,208
New Orleans	1,660,324	23,241	979,457	13,127
Philadelphia	157,257	2,449	144,213	1,958
Pittsburg	28,100	274	...	...
San Francisco	...	...	24,162	469
Sabine, Texas	...	...	102,293	1,238
St. Lawrence	375	13	...	...
Vermont	...	...	3,000	151
	2,590,399	$43,195	1,560,542	$21,137

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Exports from U. S. A.

Exports of unmanufactured asbestos during July[1] 1929 amounted to 46 tons, valued at $4,539, as compared with 30 tons, valued at $18,725 during July 1928.

Exports of manufactured asbestos goods:

	July[1] 1928		July[1] 1929	
	Pounds	Value	Pounds	Value
Paper, Mlbd. & Rlbd...	142,995	$13,145	109,660	$10,906
Pipe Covg. & Cement..	349,565	19,737	1,172,293	78,838
Textiles, Yarn & Pkg..	138,220	74,645	170,810	90,192
Brake & Clutch Lining	750,003*	121,886	708,068*	148,115
Magnesia & Mfrs. of..	523,455	31,296	409,902	22,680
Asbestos Roofing	7,478†	52,202	11,933†	72,103
Other Manufactures...	213,097	41,957	575,539	41,337

[1] One month behind Imports. * Lineal Feet. † Squares.

Note Correction.

Question has been raised by one of our readers, as to the figures covering imports of Shingles, Slate, Wood or Lumber during June 1928, as reported in the August 1929 number of "ASBESTOS," (and also, of course in the August 1928 number). We find, upon getting in touch with the U. S. Customs, who originally compiled the figures, that the figure for imports of Shingles, etc., from Belgium during June 1928, should have been 7,336,224 instead of 2,172,878.

This makes the total of importations of Shingles, etc., during June 1928 8,306,388 pounds, and changes the grand total of all imports during that month to 8,378,017.

In the tabulation of Shingles, etc., by districts, the figure covering imports thru the port of Philadelphia should be 5,881,882, instead of 1,018,536. The total figure of imports by districts, should also be changed to, as above, 8,306,388.

We will appreciate our readers making these corrections in their copies of "ASBESTOS."

Exports of Raw Asbestos from Canada.

	August 1928		August 1929	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	710	$ 53,817	275	$ 25,175
United States	6,884	443,581	8,318	574,496
Australia	145	10,875	145	15,000
Belgium	100	11,250	3,121	213,525
Denmark	55	3,850	...	...
France	947	67,605	280	18,650
Germany	437	46,219	1,171	93,706
Italy	47	4,500	137	12,950
Japan	1,500	87,900	1,070	57,530
Mexico	...	...	25	1,625
Netherlands	119	10,225	129	6,555

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	August 1928 Tons (2000 lbs.)	Value	August 1929 Tons (2000 lbs.)	Value
New Zealand	3	195	...	...
Spain	55	3,500	...	...
	11,002	743,517	14,671	1,019,212
Sand and Waste—				
United Kingdom	130	2,875	350	8,750
United States	8,981	140,850	14,077	234,140
Australia	4	100	...	...
Belgium	60	1,500	90	2,250
France	40	1,000	...	...
Germany	100	2,500	210	5,250
Japan	25	875	10	250
Netherlands	...	...	226	5,650
Spain	8	100	...	...
	9,348	149,800	14,963	256,290
Grand Total	*20,350*	*$893,317*	*29,634*	*$1,275,502*

Imports and Exports by England.

Imports of Raw Material.	August 1928 Tons (2240 lbs.)	Value	August 1929 Tons (2240 lbs.)	Value
From Rhodesia	1,468	£50,504	1,292	£ 65,960
From Canada	766	12,685	623	10,335
From Other Countries	767	20,917	1,202	29,852
	3,001	£84,106	3,117	£106,147
Re-Shipments	550	16,711	156	6,970
Exports of Asbestos Manufactures.				
To Netherlands	85	5,845	89	5,817
To France	33	11,466	42	5,605
To U. S. of America	14	2,787	22	4,327
To British India	908	19,374	622	13,866
To Australia	60	9,775	59	6,690
To Other Countries	2,683	96,209	2,129	89,595
	3,783	£145,456	2,963	£125,900

"No" should not be the final answer. Give your prospect a chance to change his mind.

People won't report defects, but they will "knock" the product. For this reason a maker should place less dependence on guarantee and more on careful factory inspection.

Worry over only the things you can mend.

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NEWS OF THE INDUSTRY

Birthdays. We are glad to congratulate the following gentlemen this month on the occasion of their birthdays: A. C. Jones, President, Staybestos Mfg. Co., Germantown, Phila., Pa., October 25th; A. K. Burgstresser, President, Norristown Magnesia & Asbestos Co., Norristown, Pa., October 26th; A. L. Wade, Superintendent, Jamieson Asbestos Co., Montreal, P. Q., Canada., October 28th; George L. Abbott, President & General Manager, Garlock Packing Company, Palmyra, N. Y., October 31st; G. M. Righter, Export Mgr. and Eastern Sales Manager, U. S. Asbestos Co., New York City, November 10th; R. B. Crabbs, Vice President, The Philip Carey Co., Lockland, Cincinnati, O., November 11th; and H. Parkinson, Head of the Asbestos Division, George MacLellan & Co., Ltd., Maryhill, Glasgow, Scotland, November 13th.

H. S. Demarest of Greene, Tweed & Co., New York City, has just returned from a four month's trip abroad, where he visited the company's agents and customers thruout Europe.

The Sussman Asbestos Company, of Toledo, O., has purchased a piece of property in the heart of the heating and plumbing district and will shortly erect a modern two story building which will double their present floor space. Constantly increasing business and the necessity for adding new lines have made this necessary. The Sussman Asbestos Company are approved Contractors and Distributors for Johns-Manville products in Northwestern Ohio.

Keasbey & Mattison Company announce the promotion of E. R. Stewart, formerly with the New York sales staff, to the position of Manager in charge of Automotive Sales. Mr. Stewart succeeds Walter M. Jones who resigned on August 1st.

Asbestos Corporation Limited. The Directors of Asbestos Corporation Limited paid a visit to Thetford Mines on Friday, September 20th, and inspected the Company's properties. The visitors included Col. R. F. Massie (President), Dr. C. W. Colby, H. Ellery Mitchell, Hon. Walter G. Mitchell, J. W. Cook, K. C., Kenneth T. Dawes, Philip S. Ross, George R. Cottrelle.

The extensive drilling program, commenced some months ago by Asbestos Corporation on its various properties in the Thetford-Black Lake District, is still being actively carried on. A considerable number of holes have been put down on the Kings, Beaver, Vimy Ridge, Pennington and Bennett-Martin properties.

Albert Haag, of the well known firm of Becker & Haag, of Berlin, Germany, paid a visit to Thetford Mines during September.

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Southern Asbestos Company. C. H. Carlough, on July 1st, was elected President and General Manager of the Southern Asbestos Company, following the resignation of W. H. Truesdell.

Mr. Carlough joined the Southern Asbestos Company shortly after its original organization, as Eastern Representative. In December 1923 he was made Sales Manager. On January 1st, 1928, he became Vice President, from which position he was elected President and General Manager.

F. C. Weber. His many friends in the Asbestos Industry will regret to learn of the series of misfortunes which have befallen F. C. Weber, former Advertising Manager of the Keasbey & Mattison Company, who resigned from that position some months ago to become postmaster at Ambler, Pa.

Mr. Weber, with his wife, motored to Thetford Mines during August. Leaving there for Quebec, he had the misfortune to skid into a bank near Quebec, break his arm and smash up his car to some extent. He was taken to the hospital in Quebec, where he was to remain for some little time, but during his stay there, Mrs. Weber, who had not been in good health for sometime, dropped dead at his bedside, from a heart attack.

After his return to Ambler it was necessary for Mr. Weber to have the arm reset. At this writing it is still in a sling but improving and Mr. Weber has resumed his duties at the Ambler Post Office.

The Russell Manufacturing Company on August 10th, officially opened their new Canadian plant at St. Johns, P. Q., Canada. The more than 80 guests at the banquet celebration, which was held in the storeroom of the new plant, included the acting mayor of St. Johns, some of the aldermen, members of the automotive trade and representatives of the various manufacturing plants in St. Johns, being entertained by the officers and staff of the Russell Manufacturing Company.

The new plant is modern in every respect. It was built with an eye to the future, and is capable of turning out a mile of brake lining every hour, or over 600,000 feet a week. The Canadian factory will take care of the company's large export business, standard equipment to car manufacturers and the replacement requirements of the automotive trade in Canada.

Previous to the dinner, the guests were taken thru the plant, and saw the brake lining go thru the various processes of drying, treating and curing etc.

Before leaving every guest was presented with a pair of suspenders with the words "Opening of the Russell Mfg. Company, Ltd., Aug. 10th, 1929, woven into the fabric. These suspenders were a product of the Russell Mfg. Company at their Middletown, Conn., plant.

Africa. The South African Mining & Engrg. Journal reports that some very promising samples of both crocidolite and amo-

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site have been taken from a new section of the Pretoria series—the farm Spitzkop No. 756, adjoining Quaggashoek, the property of the S. A. Iron and Steel Industrial Corporation in the north-east corner of the Rustenburg district. There are apparently six fibre horizons, two of which contain crocidolite, in a width of 400 feet, which have been traced by trenching over a strike of some 8,000 feet. The crocidolite samples are said to resemble the softer texture of Kuruman blue rather than the harsh quality of the Pietersburg fibre.

Prospecting has been going on in the valley of the North Kaap River, this for the chrysotile variety.

Sir Edmund Davis, presiding at the annual meeting of the Charterland and General Exploration and Finance Company, held in London in July, stated that the developments which have taken place on the properties of the Rhodesian and General Asbestos Company, have been of such a satisfactory nature that the Board of Directors have found it advisable and necessary to equip the properties for production on a far larger scale than originally contemplated.

Reports published in recent issues of the South African Engineering & Mining Journal indicate that the S. A. Consolidated Asbestos Company is proceeding along sane and efficient lines to develop its asbestos properties, which are located in the Pietersburg District. Much work has been done, a plant erected, and every effort is being made to produce a clean fibre, suitable for the needs of the users.

Mention was made in September issue of "ASBESTOS" of a proposed Amosite Asbestos Association. The first meeting of the Amosite producers was held on August 19th, and quite a bit of progress made. While the goal of the movement is co-operative selling, the present accomplishment included agreement on the exercise of discrimination in sending samples, interchange of price information, and enlisting the aid of the Government thru overseas Trade Commissioners to spread amosite facts among potential users of the fibre, all of which will be very helpful to both producers and users of amosite.

Some of the larger producers, however, having overcome their difficulties in mining and selling, hesitate to allow newcomers to reap the advantages of their experience. There may be some justice in this attitude, but it is a question whether the harm done by allowing inferior material to be placed on the market, will not more than overbalance what little competition they encounter from the new, smaller concerns.

Benjamin T. Conwell, President of Eternit, Inc., of St. Louis, Mo., with Mrs. Conwell, on September 21st, left St. Louis for Los Angeles, Calif., travelling by T. A. T. (Transcontinental Air Transport) Plane. After spending a week visiting several points in California, they returned to St. Louis, by T. A. T. Plane on Sunday, September 29th.

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Mr. Conwell has been taking flying instructions regularly at the Lambert Field in St. Louis, has his Pilot's License and has recently made several solo flights.

The Cape Asbestos Company Limited are exhibiting a full range of their various insulating and other products at the Shipping Engineering & Machinery Exhibition which is being held at Olympia, London. This is the 10th Exhibition of its kind and is claimed to be the biggest and most comprehensive yet held. Forty-seven different Engineering & Shipping associations are visiting the Exhibition officially and buyers from every country, including South Africa, have announced their intention of being present.

Rundle Olds, Mine Manager of the Cape Asbestos Company Ltd., is now in England on three months leave of absence.

The Board of Trade Standing Committee, London, as a result of the applications received from several quarters for the marking of imported Asbestos Cement goods, recommends that all Asbestos Cement sheets, tiles, pipes and other builders materials or requisites shall bear an indication of their origin.

Turner & Newall, Ltd. G. H. Buxton has resigned his Directorship in Turner & Newall, Ltd.

The aerial ropeway connecting the New Amianthus Mine with Elandshoek Station on the Pretoria-Delagoa Bay main line is now in regular operation. The ropeway is about six miles long and its operation will greatly cheapen the cost of placing the Amianthus output on rail.

Tullis (S. A.) Ltd., of Johannesburg, Africa, since taking over the sole Transvaal, Orange Free State and Rhodesia agencies for Bell's Asbestos Limited of London, have been forced to build their own new stores and offices combined to handle their greatly increased business. The new "Tullis Building" will be located at 225 Main Street, Johannesburg, and will contain a showroom of all asbestos goods.

Johns-Manville Corporation. The following officers and directors have been announced by the Johns-Manville International Corporation, completing the organization of the new unit which will take over all of the company's foreign business: Chairman, Lewis H. Brown; President, W. R. Seigle; Vice President in Charge of Sales, P. A. Andrews; Vice President in charge of Sales Promotion, J. S. Adams; Secretary, C. L. Sager; Treasurer, J. W. Crawford; Assistant Treasurer, J. L. Pichetto. The Directors include the Chairman, President, Vice President and Secretary, together with E. M. Voorhees and E. S. Crosby.

Johns-Manville Corporation has entered into a contract with the Insulite Company to purchase insulating lumber for use west of tne Allegheny mountains. There has been no merger of these interests despite reports by overzealous newspaper reporters.

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Johns-Manville Corporation recently formed a "Quarter Century" Club, the membership of which consists of men who have been in the employ of the company for twenty-five years or more. Seventy men comprise the present membership. At the inauguration banquet of the Club, which was held at the Biltmore Hotel, and presided over by President L. H. Brown, each member received from the company a very beautiful 21 jewel Hamilton Watch, and a pledge was made to each member that no one in the J. M. organization, with the exception of the President, could discharge any member of the Club from the Company's service.

A. S. Royal, Philadelphia District Manager, has recently been transferred to Eastern Division Headquarters in New York City, and is handling special work in the insulation line. Mr. Royal, who is affectionately termed "Daddy" by the whole Philadelphia District, was tendered a farewell dinner at the Penn Athletic Club by the employees of the District and was presented with a fishing reel. Our very best wishes are extended to Mr. Royal for his success in his new work.

J. O. Boylan, formerly of the New York Office, succeeds Mr. Royal as Philadelphia District Manager.

Lester A. Baldwin, Sales Supervisor of the oil industry section, Industrial Department, Western Division, has been appointed manager of the Sales Engineering Department, Eastern Division, with headquarters in New York.

Hobart B. Harden, Sales Manager, Automotive Distribution Department, Western Division, has been appointed Sales Manager, Automotive Distribution Department, Eastern Division with headquarters in New York.

The Garlock Packing Company, Palmyra, N. Y., has declared an initial dividend of 30 cents a share on the common stock, of which there are 200,000 shares outstanding. On that share basis the company in 1928 earned $2.88 a share, but profits are expected to be higher this year.

The Norristown Magnesia & Asbestos Company report that their work at the Nicolet Property in the Danville District, Canada, is progressing very rapidly. Preparations are being made for the installation of the crushers which, when installed, will enable an early production of Asbestos Fibre. Action is being taken for the mining of rock and the ore shows very good quality. Remarkable progress has been made on this property, operation of which was started only in June.

The Norristown Magnesia & Asbestos Company are now entirely located in their new building which has just been completed, and consists of most comfortable and good looking office quarters, and a large, light warehouse. The facilities for handling their material have been greatly improved and will mean much to both the firm and its customers in the giving of service.

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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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Since the completion of the warehouse an addition has been found necessary for the handling of some of the items of manufacture.

The new warehouse includes a siding under roof for the loading of their materials direct from stock. A siding for the bringing in of raw materials enters the plant at another point, thus forming an uninterrupted line of production from the unloading and fabricating of the materials to the shipping of same.

The Thermoid Company of Trenton, N. J., during the early part of this year acquired a controlling interest in the Southern Asbestos Company. Now announcement is made of plans to effect a merger of the Southern Asbestos Company with the Thermoid Company, the latter company offering to exchange 4 1/3 shares of its 7% preferred stock for 10 shares of Southern Asbestos common stock. The offer expired October 10th.

Union Asbestos & Rubber Company. C. Mosier, formerly Secretary and Treasurer, has been elected Vice President and General Manager, with headquarters at Chicago.

L. J. Silverman has been elected Secretary and Treasurer, succeeding Mr. Mosier. Mr. Silverman will also act as General Counsel.

Development of the Asbestos Industry in Quebec is the title of an article which appeared in the Fiftieth Anniversary Number of the Canadian Mining Journal. The author is J. G. Ross, Consulting Mining Engineer for Milton Hersey Co., Ltd. of Montreal. Capt. Ross is also Consulting Engineer for Asbestos Corporation Limited.

The Southern Rhodesia Geological Survey has recently issued Short Report No. 24, "An Outline of the Geology of Southern Rhodesia," by H. B. Maufe, Director. A copy of this report has just reached us and may be borrowed by anyone interested.

The Ric-wiL Company. Ralph E. Dodson, former Manager of the Cincinnati Office of Keasbey & Mattison Company, is now special representative for the Ric-wiL Company.

Mr. Dodson will devote a large part of his time to working with pipe covering contractors, jobbers, and engineers and will have his headquarters in the Chicago Office of the Ric-wiL Company located at 724 Harris Trust Building, Chicago, Ill.

The U. S. Patent Office has recently passed for publication the trade mark "Asbestocel," Serial No. 287,188, filed on July 16, 1929 by Johns-Manville Corporation.

Saxobest Company—Can any one give us the address of the Saxobest Company?

PATENTS

Method of Making Brake Linings. No. 1,721,675. Granted on July 23rd, to Frederick C. Stanley, Fairfield, Conn., Assignor

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to Raybestos Company, Bridgeport, Conn. Filed October 19, 1926. Serial No. 142,785.

Described as a brake lining comprising an impregnated fibre body treated with glycerin and to which litharge has been applied.

Friction Material. No. 1,722,890. Granted on July 30th to Alexander Bluhn, Paris, France, assignor to Societe Anomina Francaise du "Ferodo." Filed Jan. 3, 1927. Serial No. 158,825. And in France Jan. 13, 1926.

Process for improving friction materials, adapted to covering the rubbing surface of friction mechanical elements, consisting in incorporating into the said friction materials pure, finely divided metallic lead.

Roofing Attachment. No. 1,723,927. Granted on August 6th to Albert C. Fischer, Chicago, Ill., assignor to Philip Carey Company. Original application filed June 3, 1920. Serial No. 386,260. Now patent 1,600,667, dated September 1, 1926. Divided and this application filed August 21, 1926. Serial No. 130,689.

Sheet roofing having a serrated ridge along the lapping area on one side of the sheet which is to be overlapped by the adjoining sheet, a serrated ridge along the lapping area on the reverse side of the sheet which overlaps the adjoining sheet and an adhesive on the serrated abutting faces.

Machine for Making Sheet Products. No. 1,724,154. Granted on August 13th, to Samuel A. Williams and Thomas C. Pond, Waukegan, Ill., assignors to Johns-Manville Corporation. Filed March 1, 1927. Serial No. 171,783.

In a machine of the class indicated, the combination of a stuff tank, a rotatable cylinder, means for supplying successive circumferential zones of the cylinder with a pneumatic pressure differential, means partially sealing adjoining zones from each other, whereby there is no sharp difference in the pressure of adjoining zones, an endless foraminous belt rapped around said cylinder and extending to a point spaced therefrom, said belt being adapted to receive a layer of material deposited thereon by the pressure differential, means for receiving the material deposited on the belt and a factor for cleaning the belt during this passage from the last named means to a point where it rejoins the cylinder.

Brake Shoe Filling and Lining. No. 1,724,718. Granted on August 13th, to Jacob Laeuffer, Detroit, Mich. Filed June 11, 1927. Serial No. 198,305.

A composition for brake shoe fillings and linings consisting of finely divided fibrous matter, a hydraulic cement, a heat resisting agent composed of asbestos and a sodium compound, blood and casein.

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THIS AND THAT

In Toledo, Ohio., when employes of the Toledo Edison "underground department" make an inspection of underground cables, they wear asbestos suits and helmets as a protection against gas and fire.

Will anyone who has information concerning the early history of the manufacture of Asbestos Textiles, either in the United States or abroad, kindly communicate with "ASBESTOS." We are also desirous of learning details concerning the early manufacture of Asbestos Brake Lining.

It is rather an honor, at least we count it so, when a man who has been in the Asbestos Industry for fifty-seven years, (working for but one firm during that time) reads "ASBESTOS" for nine consecutive years.

Mr. W. W. Hanold, of Brooklyn, N. Y., connected with Johns-Manville Corporation since 1872, has just sent us his renewal to "ASBESTOS" for the tenth year.

The schedules for the 1929 Census of Manufactures, are being prepared by the Advisory Committee on Manufactures of the Department of Commerce, and every effort is being made to have the schedules so worded and arranged that a minimum of effort will be required to fill them out, and yet the information obtained by the Census will be complete and of great value to manufacturers.

AND ADVERTISING IS THE SAME WAY

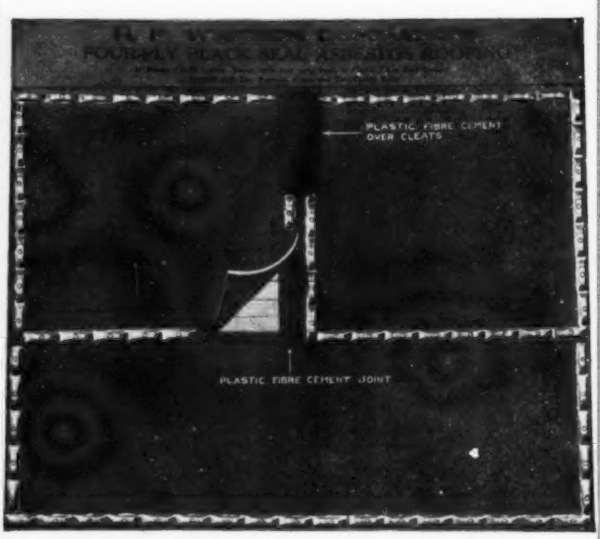
A man was objecting to Billy Sunday's methods: "You get people all stirred up. They hit the trail. But your conversions don't last."

Sunday: "Well, neither does a bath."

"How do you like the show, Gabe?" they asked the village loafer who had dropped in at a rehearsal for a home talent performance.

"Well," replied Gabe, "if I wasn't sittin' down I'd feel like I was wastin' time."

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