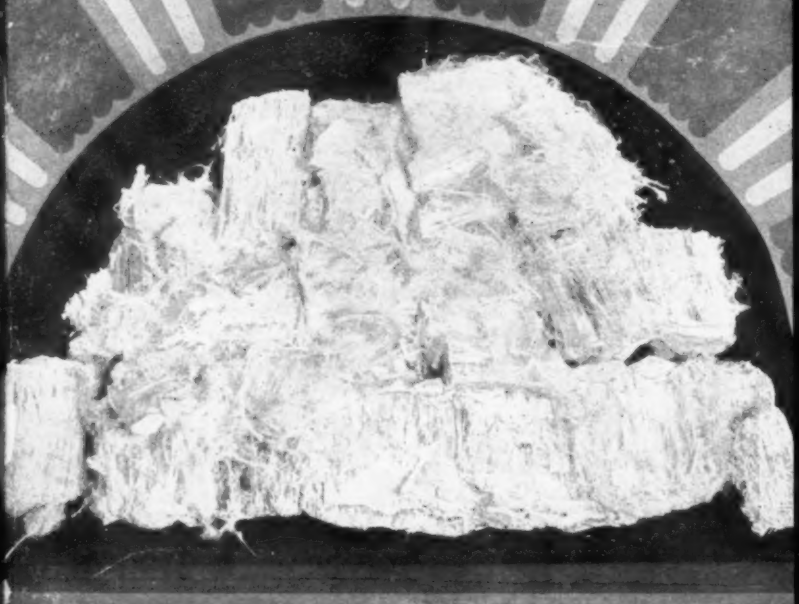
ASBESTOS

1701 Winter Street, Philadelphia, Pa.

A MONTHLY MARKET JOURNAL
Devoted to the Interests of the
Asbestos and Magnesia Industries

SEPTEMBER 1930



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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

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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 SECRETARIAL SERVICE

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PHILADELPHIA, PENNSYLVANIA
C. J. STOVER, Owner

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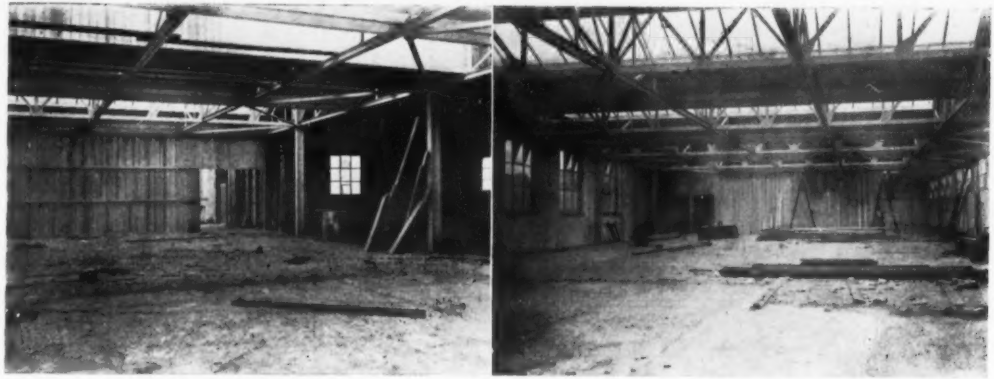
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Spinning Section *Weaving Section*

Of the new extension to the plant of Morgan, Crossley & Company, Ltd., Manchester, England, manufacturers of Tenoid Brake and Clutch Linings, and other asbestos textiles. Notice the absence of supporting columns giving unobstructed view from one end of building to the other, and the lighting thru roof. A fuller description of this building was given on page 48 of February 1930
"ASBESTOS"

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Asbestos in the Radio Field

Prepared Especially for "ASBESTOS" by R. L. Fine[1]

Since the discovery of asbestos and its mining development it has proven itself applicable to almost every branch of industry. The manufacturers of this century welcomed it in its early stages several years ago as a safeguard against fire frequently caused by the employment and use of frictionable machinery. All new industry later turned towards asbestos and its various and many uses and shortly made asbestos an industry in itself which now stands independently alone.

However, there was and is one industry, not so old in actuality, but age-old in experimentation, that did not find a suitable use for the employment of asbestos and its various subsidiary, if we may call them that, accomplishments. That industry is Radio, which is rapidly turning from a luxury to a daily necessity if we are to believe our daily papers. Radio, both as an industry and as a consumer outlet has not , as yet, taken asbestos into its manufacturing or broadcasting trend. I say, not as an industry in view of the fact that there are several instances where asbestos has proven its worth.

Even the broadcasting studio has not adopted the uses of asbestos in its detailed and elaborate construction, altho here again we have several instances where such procedure has been used, one in particular being that of Station KFJR located in the city of Portland, Oregon, which makes use of a temperature controlled crystal for its oscillation. By mounting the crystal on a specially prepared tank of oil, boxed in steel and insulated with asbestos in depth one inch thick, a higher type of modulation is attained, which naturally affords the radio listener more volume both in music and speech and cuts down the amount of variable static interfered with by other broadcasting stations employing the same or close to the same wave-length as allocated by the Federal Radio Trade Commission.

In a case, such as the latter, DX or distance for the layman or listener, is made more possible both by clearer selectivity, on the part of the studio sending apparatus and the sensitivity which is related between receiver radio and

[1] Universal Trade Press Syndicate.

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the fine ether waves which brings clearer reception over greater distances. If this practice was effected in the majority of studios and was a regular procedure of construction, radio broadcasting might be advanced one more step thru the use of asbestos, the word "might" being used because of the variations of audio quality according to location and various sea-levels thruout the country.

When the radio receiver is brought into the picture a wider range of possibilities for the use of asbestos is immediately seen altho general construction from a survey taken among the larger manufacturers of radio receivers does not justify the statement. Let us take one of the widely advertised sets supposedly the best make at the most reasonable rates and having a production of 6,000 sets a day. This company manufactures all of its parts and accessories on its own premises and builds in addition to radio sets, tubes and loudspeakers. In a chat with the service engineer of the company, the writer discovered that asbestos was not employed in the manufacture of the sets, power speakers or power units but that it was brought extensively into play in the manufacture of the testing apparatus which is used on all three of the afore mentioned products before they are allowed to leave the plant and during which tests a high sense of accuracy, especially in all-electric sets, is necessary. Without the supreme and vastly superior fire-resisting tendencies of asbestos such tests would be extremely dangerous and unlogical.



This model receiver uses asbestos sleeving, 19 1-2 inches, as a heat resisting covering over leads attached to a high wattage cut-down resistor.

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Philip Carey Products

FOR over fifty years Carey Asbestos, Magnesia and Asphalt Products have been supplied to manufacturers, industrials and power plants all over the world.

ASBESTOS

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85% Magnesia
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(*In Technical and U. S. P. Grades*)
Correct Heat Insulation for each Condition
Asbestos and Magnesia Pipe and Boiler Coverings

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Asfaltslate Shingles
Asphalt Paints for Roofing
Elastite Asphalt Expansion Joints,
Planking, Trunking, Pavement for Crossings,
Track Insulation and Water-Proofing
Asphalt and Tarred Felts

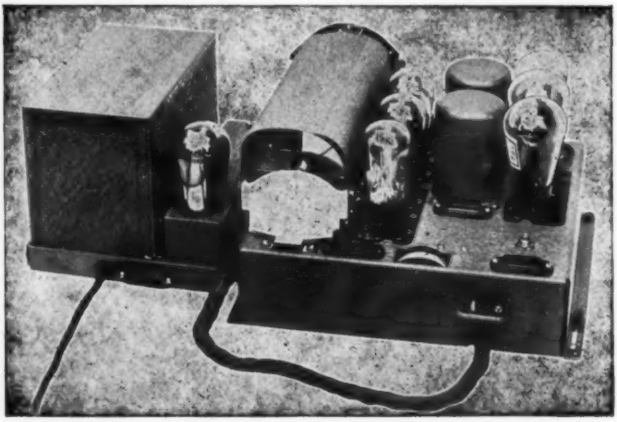
THE PHILIP CAREY COMPANY

***Lockland,* Cincinnati, Ohio**

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Again in the radio industrial field of manufacture, I discovered that the finest type of radio built today, according to eminent engineers and authorities, uses asbestos sleeving in its direct current receiver. In one of the models a 19½ inch of asbestos sleeving is employed. This is used practically for insulation purposes being spread as a heat resisting covering over leads attached to a high wattage cutdown resistor. Incidentally, the use of asbestos in this particular instance affords clearer reception because of the use of a resistor when employed on direct current models. The set most naturally warms more quickly and a finer tone is attained in the "cooler" receivers if asbestos is employed in the hook-up.

Where asbestos might possibly be of use to radio, using



An example of where the uses of asbestos might best be put to advantage as a heat-resistor as well as an insulator for both covering wires and protecting the rheostat core, as explained in attached article.

the word collectively, is the subject of tests and research now being made by one of the asbestos manufacturers. Among some of the uses are asbestos tubing, asbestos covered wire, asbestos ebony panels for power equipment (partially explained in preceding paragraphs), acoustical treat-

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From

CRUDE ORE

to

FINISHED PRODUCT

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

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

Johns-Manville

CORPORATION

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

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ment in the broadcasting studio, electrobestos for rheostat cores, bakelite with asbestos fillers and power rooms lined with asbestos ebony.

Let us suppose that the power rooms of the broadcasting station which vacillates with electric activity at all times, were lined with asbestos ebony; causes for fire, shock and explosive tendencies would naturally be lowered, but how much lower only an actual test could tell. Then again, there are hundreds of cases each year where all-electric sets have been known to burst into violent flames due to friction and the intensive and high percentage of acids used in the operation of the set. If where radio receivers employ an electric light circuit power, radio cabinets were to be lined in some way with asbestos such danger would be absolutely removed. Possibly reception would be improved, volume increased and interference reduced thru such procedure. Asbestos never having been given a full, fair trial in the radio business it is difficult to tell of the reaction. Again, power-driven sets have burst into flames for "fair or foul" reasons and once more asbestos might somehow be brought into the picture to prevent similar occurrences, but exactly how is very difficult to tell until some concern or individual spends years of research and careful consideration both with asbestos and the thousands of items which compose a radio receiving set.

There is, of course, a ray of light when one mentions radio condensers, particularly the paper condenser type. Being constructed of fibrous particles which are sometimes in accordance with known asbestos thicknesses, that of being anywhere from 1/100th of an inch up to 1/8th of an inch in thickness. Repeating asbestos might be used in this instance as a heat resister or insulating medium. To a slight degree asbestos is used as a base for some resistance units, here again fire prevention and insulation being primary.

A few years hence may see asbestos more firmly entrenched in the Radio industry instead of only at the top of the foam as it is at present. We must remember the first thousands of automobiles used scarcely any asbestos and now . . . plenty. Eventually, after present researches are concluded, radio will be merely another industry employing asbestos for finer production and reception.

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Bell
Asbestos Mines

Thetford Mines, P. Q., Canada



HIGHEST QUALITY
Crudes and Fibres
of all Grades

Shipped to All Parts of the World

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER U. S. A. PENNA.

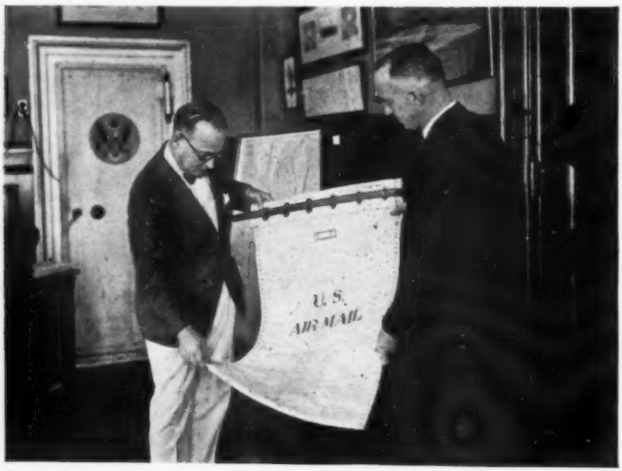
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The Asbestos Mail Bag

On September 1st there were inaugurated on the night air mail service between New York and Chicago, fireproof mail bags of which asbestos naturally forms a large part.

The fireproof mail bag, which began its service on September 1st, has been adopted after years of experiments and after the most grueling tests, conducted by the Bureau of Standards under the supervision of officials of the Post Office Department.

The activities of the Department along this line have



W. Irving Glover, Second Asst. Postmaster General and E. B. Wadsworth, Superintendent Air Mail Service, inspecting Fireproof Mail Bag.

not been actuated because of loss by fire of air mail; actually such loss has amounted to practically nothing. For the fiscal year ended June 30, 1930, the total number of pounds of mail carried in the air was 7,715,741, while the number of pounds of mail lost thru fire was but 4,863, or about .00063%. But the Post Office Department desires to afford every safeguard against any destruction whatever of mail in this manner which is entrusted to air mail pilots. The

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Allbestos
CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
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FOR
PARTICULAR REQUIREMENTS

❖ ❖ ❖

Woven Brake Lining and Allied Products
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Plain Cloth
Asbestos Tapes and Wiping Cords
Asbestos Wick and Rope
Pure Asbestos Carded Fibres

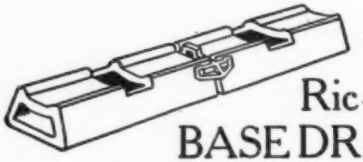
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Manufactured in Our Own Plant from the Raw Materials

Allbestos Corporation

21st St. and Godfrey Ave., Germantown
PHILADELPHIA, PA.

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The Ric-wiL BASE DRAIN

is of vital importance because it provides effective drainage. At the same time it supports the entire weight of the pipes and pipe supports—holds the pipes and conduit in perfect alignment and serves as a supporting cradle for the conduit.

and it's so easy and speedy to install

a Ric-wiL Conduit System—just three pieces to handle to every two feet. The Base Drain—laid end to end like dominoes—eliminates a subtrench, hand-curving bottom of trench and digging out for bells. Pipe support saddles are wedged between every sixth section of Base Drain, bottom conduit sections are laid on Base Drain and pipes are installed. Then pipe covering is applied and top conduit sections are sealed tight with the Loc-liP Side Joint.



Cross section of Ric-wiL Type SPC Cast Iron Conduit, designed to withstand unusually heavy loads. Under all normal conditions Ric-wiL Tile Conduit provides ample strength.

Write for Service Details showing the ease and simplicity of a Ric-wiL installation.

The RIC-WIL Company
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Branches: New York - Baltimore - Atlanta - Chicago
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Reg. U. S. Pat. Off.

RIC-WIL
UNDERGROUND CONDUIT

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placing of radio equipment on the transcontinental planes has increased to a slight degree the danger of loss by fire of mail in case the plane might crash.

The exhaustive studies and experiments made by the Department into the subject of fireproof mail bags developed that the greatest difficulty encountered was in preventing the hot air caused by the fire from reaching the interior of the bag. In the new bag the intense heat is prevented by air pockets from reaching the contents of the pouch. This is taken care of by a quilting arrangement used in the construction of the bag.

The new fireproof bag is slightly larger than the pouch at present in use in the air mail service, which is 24 inches wide by 41 inches high. The bag is made of 100 per cent pure asbestos with lining, inside and out, of high grade canvas, is steel riveted on sides and bottom, has a triple closing device which prevents flames penetrating the bag thru its neck. The staples used in the bag are made of steel and the rivets are also of steel with copper coating. The bag is quilted with steel rivets (not shown in the photograph as the first bag made up is shown and that one was produced by quilting with heavy cotton thread), to prevent disintegration of the asbestos cloth in case of fire. The bag weighs fifteen pounds. The particular asbestos cloth used in the construction of the new bag was subjected to an actual fire test and withstood the heat perfectly. The bag is constructed of three plies of fabric, heavy canvas inside and outside and an interliner of closely woven asbestos cloth, weighing five pounds per square yard, and the cloth is absolutely pure asbestos, Grade 4-A. The strap at the top is made of asbestos cloth covered with leather.

It is believed that this new bag will practically eliminate any loss thru fire of mail matter of every description conveyed by air service.

WANTED
Carload, Less Carload, or Job Lots
Asbestos, Magnesia, Hair Felt, Silocel, Cork
STONE INDUSTRIAL EQUIP. CO.
SPRINGFIELD, MASS.

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The Death of Frederick L. Pilliod

DIRECTOR OF JOHNS-MANVILLE CORPORATION

After a five year losing fight with that grim enemy, tuberculosis, Frederick L. Pilliod, died at his home in Plainfield, N. J., on August 3rd.

Mr. Pilliod was born on May 8th, 1884, in Swanton, Ohio, was educated in the schools of that state. One of his first jobs after graduation was assisting his father in laying out the first electric road in Swanton.

Mr. Pilliod began his asbestos career, which was a varied and interesting one, by entering the employ of Keasbey & Mattison Company, Ambler, Pa., in 1903. He joined the Johns-Manville organization on March 27th, 1905, and, his first work in the long and active service he gave them, installed the Jewett Ring presses in the old Brooklyn factory.

Later he became interested in the textile end, which was at that time almost in its infancy. T. F. Manville sent him to many large industrial centers in this country and in Europe to study the textile industry, so that when he was transferred to the Manville Factory in December 1913, he assumed supervision of the purchase and installation as well as the operation of the textile and packing departments. A few years later he assumed the duties of manager of the Manville Factory office in addition to his own and he was elected a director of the company in 1925.

In November 1925, however, he was stricken with tuberculosis and put up a gallant, but unfortunately a losing fight, for nearly five years.

Mr. Pilliod, thru his energy, resourcefulness and foresight, contributed a great deal to the success of Johns-Manville during the first quarter of the present century and his death is a great loss to the company. As a last tribute to Mr. Pilliod, he was enrolled as a member of the Quarter Century Club.

Funeral services were held at Plainfield on August 5th.

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ARIZONA



AFRICA

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New York, N. Y.

Crude -:- Spinning Fibre
Shingle Stock

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Producers of

Arizona Asbestos

European Head Office
Merckhof
HAMBURG
Germany

IMPORT

EXPORT

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Comments on the Japanese Market Situation in Asbestos

S. Saito, of the firm S. Saito & Company, well known importer of Asbestos in Tokyo, recently visited this country and the asbestos mines in Canada.

Mr. Saito is naturally well informed on asbestos markets in Japan and his comments will undoubtedly be of interest to our readers:



"The asbestos cement industry of Japan attained the peak of its prosperity in 1929. In recent years five new plants were established, and all plants worked at full capacity during 1929. The demand for asbestos, consequently, greatly increased, the total demand in the past year reaching nine to ten thousand tons.

"But this prosperity period was short-lived. General economic depression, the removal of the gold export ban in January, 1930, and the retrenchment policy of the present Government, caused extreme contraction in the general economic field and also made it necessary for many enterprises to make adjustments. Naturally, the sales of the products of asbestos-cement manufacturing plants became also greatly restricted. They were unable to consume the contracted amount of asbestos, contracts of six months ago. Some of these plants are delaying the taking of delivery of the asbestos on contract two or three months, and in some extreme cases, four or five months.

"The asbestos spinning and insulating industries likewise suffered from depression.

"The total demand for asbestos crudes and fibres during the coming year, 1931, will be between five and six thousand tons."

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ASBESTOS



Beaver Mill

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

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The Asbestos Industry Loses A Good Friend

PATRICK J. SMITH

It was a great shock to the Industry to learn of the death on August 25th, of Patrick J. Smith, of the firm of Smith & Kanzler, Elizabeth, N. J.

Mr. Smith's death was caused by pneumonia developing after a serious operation in St. Elizabeth's Hospital, at Elizabeth.

Mr. Smith was only a few months past fifty, having been born on March 15th, 1880, in County Heath, Ireland. He received a common school education, and emigrated to this country some thirty years ago, becoming a master plumber, and continued in the plumbing and heating contracting business for a number of years (indeed he held his plumber's license until his death). Later he went into building construction.



Mr. Smith met the man who was afterward his partner, Mr. George Kanzler, when working for the Standard Oil Company, and in July 1920 the two organized the firm of Smith & Kanzler, this being Mr. Smith's first connection with the Asbestos Industry.

Followed a policy of gradual expansion and today the firm operates a paper mill and cement plant in Linden, N. J., and the office and insulation works at the original location in Elizabeth, N. J.

Mr. Smith's heart was bound up in his work, having, besides his family which consisted of a wife and one daughter, few interests not directly or indirectly connected with the success of Smith & Kanzler.

Mr. Smith was highly regarded in the industry; in fact his kindly demeanor endeared him to all who knew him, and his loss is felt keenly, particularly in the low pressure field.

He is survived by his wife and daughter, seven brothers and two sisters.

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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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Why "Transite"?

We were wondering one day why the Johns-Manville Corporation called their Asbestos cement products "Transite."

And the very next issue of the J. M. Circle, the Company's internal house organ, answered our question.

This bit of history will probably be of interest to many of our readers who are interested in Asbestos Cement products, so we pass it along.

It appears that back in 1900 the old Nassau Electric Railway Company had been acquired by the Brooklyn Rapid Transit Company, and the latter was converting all the old horse-drawn cars to electric traction. The old cars were of wood construction and it was necessary to place a sub-flooring which had sufficient structural strength and dielectric characteristics to assure the safety of passengers and rolling stock.

The Company came to Johns-Manville to solve their problem and after making several experiments, the material now known as Transite was adapted for this purpose. The name was taken from the name of the Brooklyn Rapid Transit Company. Later it was registered and is, of course, the sole property of Johns-Manville Corporation.

Waiter—Would you like to drink Canada Dry, sir?
Tourist—I'd love to, but I'm only here for a week.

—*Judge.*

CONTRACTS EXECUTED ANYWHERE
High and Low Pressure Insulation
Brine and Ammonia Cork Insulation
STONE INDUSTRIAL EQUIP. CO.
SPRINGFIELD : : MASS.

FOREIGN AGENCY DESIRED
For
ASBESTOS PRODUCTS OR ENGINEERING SPECIALTIES
STONE INDUSTRIAL EQUIPMENT COMPANY
SPRINGFIELD, MASS.

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JOHNSON'S COMPANY

Established in 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford, P. Q.
Black Lake, P. Q.

Our new mill at Thetford Mines will be in operation early in September. Further details as to grading will be announced shortly.

Agents for the Continent of Europe:

Tropische & Ueberseeische Rohprodukten A. C.

ALSTERDAMM 7 HAMBURG, GERMANY

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Uses for Asbestos in Beauty Shops

By H. Lyman Mills

Editor's Note: In this article are suggested uses to which Asbestos might be put in connection with beauty shop accessories. Whether in actual practice Asbestos could be used we do not know, nor has it been proven that the manufacture and sale of such small articles would be profitable.

It is estimated that in 1928 over $400,000,000 was spent in the United States for beauty needs. The beauty shops, of which there are over three thousand in Chicago alone, profited from this enormous expenditure.

There are many uses for asbestos in beauty shops that apparently the manufacturers of this product have overlooked. The following is a list of the items used in a beauty shop that are usually made of a cheap fibre or felt substance.

Scalp Pads: There are two kinds, the round and the rectangular. The round pad is usually about one and three quarters of an inch in diameter and from an eighth to a quarter of an inch thick. It is usually made of cheap soft felt and is used to protect the scalp from the heat of the spiral type of heaters on permanent waving machines. The rectangular pad is made of the same substance but is an inch wide and about two inches long and the same thickness as the round pad. This pad is used to protect the scalp from the heat and solution of the croquignole system of hair waving. Both of these pads could be made better by using a soft grade of asbestos that would not shed particles over the scalp. The added expense, if there would be any, would have little effect on the sales of asbestos pads if they could protect the scalp better than the felt pads. The felt pads sell for fifty cents a dozen and up, depending on how well advertised the trade name is.

Protectors: The croquignole system of permanent waving has a device which is called the protector. This is a metal device, usually made of aluminum to lessen the weight, which clamps together over a batch of hair. The hair on the head of a beauty shop patron having her

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hair "permanently waved" is divided in this manner into from fifteen to thirty batches. The protector protects the hair from pulling out at the scalp and acts as a base on which is clamped the rod around which the hair is wound. The bottom of the protector is made of wood, bakelite, hard rubber or fibre. The felt pad is placed under the protector to prevent the heat from injuring the scalp. If asbestos were used on the bottom of the protectors it would eliminate the use of the felt pad entirely, therefore it would be about a quarter of an inch closer to the scalp. The closer the protector is to the scalp the better the wave turns out.

Fibre pads: These pads are the same size in thickness and diameter as the round pads mentioned above. The fibre pad is placed over the felt pad to give added protection to the scalp against heat and to hold the felt pad down closer to the scalp. Some beauty shops use the fibre pad alone, but they take chances. A metal clip is sometimes used to hold down the felt pad and then the fibre pad is eliminated. If an asbestos pad were manufactured it would avoid the use of the fibre pad and offer the protection that both pads do.

It might be worth somebody's while to make a little investigation into this field.

POSITION WANTED

Man with thoro knowledge of preparing Arizona, Rhodesian, South African Blue, and Amosite, Russian, Canadian crudes, and spinning fibres, is open for position; can design, construct, operate plant in every detail, using English method of preparing Asbestos, also manufacturing Asbestos plastic and liquid roofing compounds.

Address 5B-BN, "ASBESTOS."

Tropische & Ueberseeische Rohprodukten A. G.

Alsterdamm 7

HAMBURG GERMANY

IMPORTERS & MERCHANTS OF

ASBESTOS CRUDES AND FIBRES

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Making Asbestos Gaskets

By H. C. Charles

I was in a repair shop not long ago and there saw one of the keenest ways to produce an asbestos gasket I have ever noted. A customer came in for an asbestos gasket for a heater manifold. The owner of the shop said he did not have one but if the customer would bring in one of the parts for which he desired the gasket one would be produced. The customer left and in a few minutes came back bearing the casting. The repair man took this casting over to a bench in the corner above which he had a roll of asbestos paper. Laying the casting on the bench he applied a thin coat of shellac then reaching up he pulled down the sheet of asbestos spread this over the casting where it stuck tight due to the shellac. Then with a lead mallet he trimmed the asbestos paper off around the casting. The holes were produced by placing the ball of a ball-peen hammer in the hole and striking it very lightly with another hammer. The gasket was perfect and there was no question about it fitting.

This same repair man told me afterward that he produced practically every gasket required out of asbestos paper and that he had never experienced a kick on his gaskets. One thing in favor of asbestos paper for this purpose is that it effectively fills all slight irregularities in the machined surface whereas the ordinary gasket paper sometimes will leak even along the slightest machine mark. Judging from the speed with which he produced a good gasket he can produce them cheaper than he can buy them and pay the parcel post charges. Then there is the matter of service. A customer does not hesitate to wait a minute or two for a good asbestos gasket when he does not pay any more for it produced before his very eyes than he would for a common paper gasket for which he must wait at times several days to obtain.

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VERMONT

ASBESTOS CORPORATION

SPINNING FIBRE
COMPRESSED SHEET FIBRE
SHINGLE STOCK
PAPER STOCK
CEMENT STOCK
SHORTS & FLOATS

MINED IN U. S. A.

GENERAL & SALES OFFICE
EIGHTY-NINE BROAD STREET
BOSTON, - - - MASS.

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Differentiating the Percentage of Asbestos in Asbestos Cement Products

By Dr. Gerhart Rosenbaum

Those who work with Asbestos Cement products often find it desirable to know the percentage of asbestos in a certain product.

The most simple and primitive of methods, which is used oftentimes by sellers in order to run down a competitor's material, is to break a piece of the asbestos shingle and draw a conclusion as to the percentage of fibres from the estimated number of fibres seen in the rupture.

That is an error. In reality the pieces of a recently made shingle will show many more fibres than a shingle which has been seasoned, in which the cement is more hardened and does not set free the asbestos fibres.

Moreover the color of the cement is a large factor as certain colors make it possible to better discern the fibres, and with certain other colors the reverse is true.

Further it is a known fact that fibres which have been very well crushed are not as easy to see as those which have not been crushed so thoroly and consequently are still in small bundles.

Nor does the chemical analysis give exact results in differentiating asbestos and cement. The cement is a composition of 55 to 65% of lime, up to 5% of magnesia and the rest is silica and alumina. Chrysotile asbestos is composed of 36 to 44% magnesia, perhaps 40% silica and the rest is water, alumina and traces of lime. It is possible by chemical analysis to differentiate the percentage of lime and magnesia in the asbestos cement product. If the composition of cement was exactly known and fixed, it would also be possible to reckon out of the results of an analysis the exact percentage of asbestos and cement in the shingle. But because the composition of cement differs in its content of magnesia up to 5%, the result of this reckoning is unexact

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Raybestos

ASBESTOS TEXTILES

Cloth - Yarn

Rovings

furnished in all standard grades

Commercial, Underwriters', 90%, 95%, & 98-99%

Brake Lining	Brake Testers	High Pressure Packing
Clutch Facings	Drum Lathes	Automotive Hose
Fan Belts	Rivets	Valve Stem Packing
Sheet Packing	Countersinking & Riveting Machines	Brakes
Car Mats	Millboard	

The Raybestos Division of

RAYBESTOS-MANHATTAN, INC.

Bridgeport, Connecticut

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and errors of 1 to 2% on the percentage are not only possible but probable.

The percentage of asbestos in asbestos cement products is commonly 10 to 20%. Therefore an error of 1 to 2% of asbestos is properly an error of perhaps 10% or more on the contents of asbestos in the product.

The use of amosite and blue and other kinds of asbestos from South Africa, which have quite another composition than chrysotile makes this analytic method still more unexact and in general impossible.

ASBESTOS STOCK QUOTATIONS

			August 1930		
	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	1	¼	¼
Asb. Corp. (Pfd.)	100	7	3½	3½	3½
Carey (Com.)	100	8	230	225	230
Carey (Pfd.)	100	6	112½	111	111
Certainteed (Com.)	np	–	8	6⅛	6½
Certainteed (Pfd.)	100	7	25⅛	25⅛	25⅛
Garlock Packing (Com.)	np	–	21½	19⅛	21
Garlock Pkg. (6s Deb. 1939)	100	6	101	100	100¼
Johns-Manville (Com.)	np	3	96	79¾	96
Johns-Manville (Pfd.)	100	7	122½	122	122
Raybestos-Manhattan Inc. (Com.)	np	–	34¾	28½	31¼
Ruberoid (Com.)	np	4	48	44	47
Thermoid (Com.)	np	–	13⅜	11	11¼
Thermoid (Pfd. convt.)	100	7	74	67	73
Thermoid (6s. 1934)	100	6	91⅞	90	91⅛

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

55 River Street **NEWARK, NEW JERSEY**

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FACT AND FANCY

Shadows on the Mountain.

In mountainous country the beauty of the mountains themselves is enhanced by the lights and shadows which are constantly shifting on their green slopes.

These shadows are caused by the clouds, floating high in the air, and on a windy day, when many clouds are blowing about the ever changing shadows are fascinating to watch. Often a very small cloud in just the right position shadows practically all one side of the mountain.

How like life! Some little thing will cast a shadow felt by ourselves, our associates and those who come in contact with us. Often the shadow is no more than a slight annoyance, probably forgotten in a few moments, but shadowing our real courtesy and kindliness for just long enough to make a bad impression.

Or a kindly word or action, an expression of appreciation, will make all the world look rosy.

So many things combine to make our day one of light and shadow that to live sanely, and always in the sunlight is a difficult accomplishment.

If we cultivate courtesy, kindliness and, chief of all, a sense of humor, it will enable us to get thru many difficult situations with aplomb, and leave the right sort of impression behind us.

Profit Engineering.

A brief article appearing in a recent issue of the Bulletin issued by the Division of Simplified Practice, U. S. Department of Commerce, seems significant, as it apparently shows a trend of thought of great interest to business:

"In a recent talk before the Farm Seed Association of North America, at Toronto, H. C. Dunn, Chief of the Domestic Commerce Division, suggested that there may be room for a new type of engineering—profit-engineering. The duties of the profit engineer, he stated, would fall into two principal classes: First, Simplification, based on periodical surveys of the varieties, sizes, and dimensions of pro-

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ducts manufactured or handled, and surveys to determine the concentration of markets, by volume and cost, and of prospects and customers: and, second, a clearing house for all data pertaining to the particular industry, to those industries providing sources of supply, and to those consuming the product."

Fire Prevention Week.

October 5th to 11th has been set aside during 1930 as Fire Prevention Week.

A good week to boost asbestos materials.

How many asbestos materials prevent fire, and the spread of fire?

The best article on this subject will be gladly paid for.

Also stories of how an asbestos product prevented fire or the spread of fire, with photographs, are always acceptable.

Let's see how much data we can gather along this line.

"The Mineral Industry of the Far East," by Beris P. Torgasheff, Lecturer of the Peking National University and former Commercial Attache has just been published by The Chali Co., Ltd., 6, Kiukiang Road, Shanghai, China. Price, post free, is Gold $10.00 for America and other countries, and £2-/- for the British Empire.

This is said to be a most complete and authoritative work, covering all the Far Eastern countries, China, Manchuria, Japan, Korea, Formosa, Russian Far East, Indo-China, Philippines and Mongolia, and each of the minerals found there.

We plan to start in our October issue a series of practical articles on Asbestos Cement Products, their uses, advantages, etc. Manufacturers of Asbestos Cement Shingles would do well to enter subscriptions for their various shingle distributors, so that such distributors may receive these articles.

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NEW IDEAS

Answering three distinct needs in the insulation field, NORRISTOWN brings you these three new products.

Each product was designed with three ideas in mind,—more profit for you,—lessening the time required for application,—and to break down sales resistance.

The complete story of these new products cannot be properly presented in the limited space of this magazine page, therefore the coupon at the bottom of this page is provided for the man who is interested in keeping his business up-to-the minute. » » Mail this coupon to-day for full details.

» » » BY THE MAKERS OF » » »

NORRISTOWN
Insulating Products

NORRISTOWN MAGNESIA & ASBESTOS CO., NORRISTOWN, PA.

» » » Kindly send more information regarding YOUR THREE NEW PRODUCTS » » »

NAME_____

ADDRESS_____ CITY_____ STATE_____

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Little Lessons in Selling

Staying Power—Suggestions for Salesmen Who Lack It.

By J. T. Bartlett

What can be done by the salesman who lacks staying power — the man who lasts thru the forenoon or half way or more thru the afternoon, then "plays out"? Salesmen of this class are numerous. In some cases, they "nerve up" somehow getting thru the day with a semblance of fast form. Others just slow up, handling a below normal amount of work during the "tired" hours.

Some individuals do possess far more staying power than others. They have a vast reserve of strength, carrying them readily thru a day which wears out less fortunate men. This is true, yet all cases of afternoon weariness are not to be explained as having insurmountable basis.

What are the evening habits of the clerk who gives out? Sometimes staying power automatically comes when a salesman gives himself an hour or two more of sleep, regularly. No salesman, however robust his physique, should expect to be able to last thru hard selling days on little sleep. The salesman's evenings should be regulated with primary thought for one hundred per cent physical condition on the morrow.

Some salesmen take their work too seriously. They key up, talk too much and with too great intensity, waste a great deal of motion in moving from one part of the store to another. In some cases, a salesman can acquire staying power thru the simple device of disciplining himself—deliberately selling with less intensity, conserving his energy from his first contact time right thru the day.

A great deal of energy conservation can be accomplished without interfering with efficient selling at all. And if energy being wasted early in the day is saved for us in the late hours, a new degree of efficiency results.

Here and there a salesman has cured himself of late afternoon fag by acquiring the bottle of milk habit. Toward the middle of the afternoon, he drinks milk, a

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Raw Asbestos Distributors

LTD.

RHODESIAN WHITE ASBESTOS

the products of the following MINES

"SHABANIE" "NIL DESPERANDUM"
"BIRTHDAY" "GATHS"
"KINGS" "CROFT"

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)
KURUMAN.

Samples and Prices to be obtained from

RAW ASBESTOS DISTRIBUTORS
LTD.
20 ST. CLARE STREET, MINORIES;
LONDON, E. I., ENGLAND.

CABLES:
VULBESTON, LONDON.

CODES: BENTLEYS. A. B. C. (5th)
WESTERN UNION, UNIVERSAL EDITION

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pint or so. There are instances in which this practice developed the much-wanted staying power.

Brief rest periods, especially during sales, when work is at high pressure, are often fine things. A salesman should learn how to let down completely, physically and mentally, whenever the opportunity occurs, whether sitting in a chair or resting flat on a bed or couch.

The staying power problem is solved in other cases thru dividing a salesman's day between spells of hard, heavy selling, and those that are light, easy—the idea being to equalize the strain.

More than anything else, tho, the salesman should remember that "he who takes care of his tonight, has little fear of his tomorrow."

FREIGHT CAR LOADINGS

Loadings of revenue freight in 1930 compared with the two previous years are given below. Week ended August 23rd was 197,417 below corresponding week last year and 140,149 cars below the same week in 1928.

	1930	1929	1928
Four weeks in January	3,349,424	3,571,455	3,448,895
Four weeks in February	3,505,962	3,766,136	3,590,742
Five weeks in March	4,414,625	4,815,937	4,752,559
Four weeks in April	3,619,293	3,989,142	3,740,307
Five weeks in May	4,598,555	5,182,402	4,939,828
Four weeks in June	3,719,447	4,291,881	3,989,442
Four weeks in July	3,555,731	4,160,078	3,944,041
Week ended August 2	918,335	1,105,920	1,048,821
Week ended August 9	904,157	1,092,153	1,044,268
Week ended August 16	922,283	1,102,567	1,057,909
Week ended August 23	940,549	1,137,966	1,080,698
Total	30,448,901	34,215,637	32,637,510

Several very attractive pamphlets concerning "Salonit" Asbestos Cement Shingles and Sheets, manufactured by Spalato Portland Cement Company of Trieste, Italy, have been received.

The art work and general layout of these pamphlets is cleverly done.

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Nicolet Asbestos Mines Limited

DANVILLE, P. Q., CANADA

ASBESTOS FIBRES

of

SUPERIOR QUALITY

from the

DANVILLE DISTRICT

Suitable For the Manufacture of

SHINGLES, MILLBOARD, PAPER, CEMENTS

ADDRESS INQUIRIES

TO

ALEX. R. MARTIN, *President*

Nicolet Asbestos Mines Limited

INC.

25 BROAD STREET

NEW YORK

CABLE ADDRESS NICOBEST NEW YORK

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MARKET CONDITIONS

General Conditions.

While by no means satisfactory, are at least somewhat improved, and a more optimistic feeling is noted. At the same time automobile production is not showing the normal seasonal increase, and building is still falling off. Those who make a study of economic conditions, generally agree in their belief that the bottom of the depression has been reached, and improvement should show from now on.

Asbestos—Raw Material.

As the asbestos trade in Europe is generally bad, the Canadian Mines are feeling the lack of releases on contracts for shingle fibres as well as spinning grades. There is no doubt, however, that the demand for shingle grades will improve as soon as the present large stocks in the warehouses of foreign buyers are more proportionate to their present needs. Prices are not firm. As production in Canada is being curtailed, this condition will adjust itself, especially as the production today of shingle fibre is in the hands of a very few producers.

The problem that presents itself in Canada is the sale of their spinning fibres, as the world is consuming far less than even the present production. Prices naturally are not very firm in spinning fibres either.

From statistics available, the production of Amosite is now being curtailed in South Africa. This material made great inroads into the market when buyers became afraid that there was insufficient asbestos being produced, and in many cases Amosite was purchased as a safeguard. Today, however, with the large production of spinning grades of asbestos, it is apparent that it is only a matter of time before Amosite will be used for such special uses for which it answers a particular need.

Blue Asbestos is moving a little slower than usual due to general business depression all over the world. The uses of Blue are special uses only and it never replaced the use of Canadian, Rhodesian or Russian Asbestos; therefore its price has not been affected to any great extent tho the price

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on very short grades of Blue is easing up quite a little.

We understand that little asbestos is being produced in Arizona at the present time, most of the mines being shut down with large stocks available.

Manufactured Asbestos Products.

Textiles. In this field we see what happens to a commodity when raw material prices are fluctuating as violently as they have in cotton, wire and even asbestos. Customers, loath to buy in an unsettled market, not only hold off placing contracts but keep their current orders to a minimum. As soon as some stability is reached in the prices of raw materials entering into the actual manufacture of textiles, a considerable and violent upswing will most likely occur in this division as stocks thruout the country are smaller than they have been in years and it is here that the first signs of recovery will appear.

Brake Lining. The July statement of various Asbestos companies appear-

ASBESTOS S.V.K. ST. NIKLAAS-V CEMENT

TRADE MARK

ASBESTOS-CEMENT SHINGLES AND LUMBER

Corrugated Sheets Manufactured to a New Process Patented or Patents Applied for All over the World

Scheerders - Van Kerchove United Company

(Ste An)
St. Nicolaas (Waas)
Belgium

QUOTATIONS, LITERATURE and SAMPLES SUBMITTED TO ANYONE INTERESTED.

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ing in financial magazines at the present time, give a very accurate estimate of just how hard general business depression has hit our family. None of us seems to be depression-proof, and even the strongest companies reveal the ravages of this last six months' battle to regain normal footing.

With the reopening of factories in Detroit after the summer vacation period there seems to be a better demand for equipment Brake Lining but replacement has been decidedly disappointing this year both in the domestic and foreign markets. In the latter field we notice a slight quickening of activity now that the tariff has definitely been passed and foreign consumers know where they stand, but the domestic field is still hopelessly divided among several different classes of Brake Lining and the aggregate demand we feel is below that of last year.

Packings. Here a slight pickup is seen, co-incident with the approach of the Autumn season and the consequent overhauling of boilers and heating equipment. This increase in activity is usual at this time of the year but as yet it is too early to say whether or not the demand will be normal or anywhere near normal.

Insulation. High Pressure. The situation in this division of the Industry is practically unchanged. Factories are busy but mostly on old contracts. Not a great deal of new work is showing. Prices are firm.

Low Pressure. One of the manufacturers of low pressure tells us that he is delighted with the totals of his August business. Volume was quite a bit higher than last month, and also higher than last year. Prices are firm. September also starts out well. While the number of orders is quite high, many buyers are keeping their purchases down to a minimum, so that carload orders are not so numerous. This appears to indicate a hesitancy among the trade to put any great amount in stock. One manufacturer believes that it is simply a matter of pulling orders out of the people. The need is there but buyers have to be convinced that conditions are favorable to buying. And a continual further improvement is hardly to be expected, because the building market, and particularly the residential building market is off.

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"THE WORLD'S FINEST INSULATION"

In the form of

BLUE ASBESTOS SECTIONAL COVERINGS (for Steam Pipes)

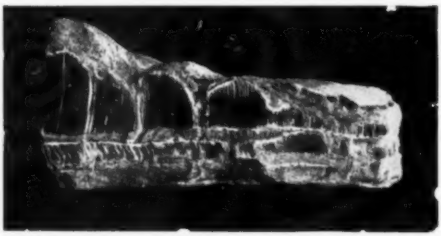
BLUE ASBESTOS MATTRESSES (for Locomotive or Marine Boilers)

BLUE ASBESTOS BOILER BLOCKS (for Bulkheads or Boilers)

Suitable for high temperatures up to 1000° F.

Combining the following features:-

1 Efficient insulation with structural strength
2 Resistance to vibration with no powderisation or friability
3 First cost is last



BLUE AND AMOSITE CRUDES

of all grades available for direct shipment from South Africa.

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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Paper and Millboard. While practically the same comments apply to Paper and Millboard, as have been noted for low pressure insulation, the increase in activity is not so marked.

Asbestos Cement Products. The business in asbestos cement shingles has not been satisfactory. Of course this is not surprising when we consider that building is in such a depressed condition. The slump in asbestos cement shingles, which generally comes in July was delayed this year until August. No material improvement is expected in the near future, at least not until building improves.

In the Corrugated and flat sheet division there has been little change in conditions since last month; there is more or less of a steady demand, but not very great. Prices are holding up fairly well.

Note: The above represent the opinions of men in close touch with markets. If you do not agree with them please write us.

Carboy Bottles Use Asbestos Gaskets

Two improvements to carboy bottles have reduced the hazards in shipping acids and explosives. One of these is a porous stopper which prevents leakage but lets explosive gases out of the bottles.

The other improvement is an asbestos gasket which resists the action of mineral acids.

The announcement of these improvements was made by the Carboy technical committee of the Manufacturing Chemists Association, which met recently in Atlantic City.

The committee is also working on the standardization of carboys. There are now three types, but it is hoped to reduce them to one with a great lowering in costs.

Just another instance where asbestos guards the public from danger.

FOREIGN SALESMAN

Energetic man with 14 years experience in roofing, packing and insulation business would hear proposition from reliable manufacturer to travel thru Latin-American countries (preferably Mexico and Cuba.) Owns English and perfect Spanish, a thoro knowledge of the business and good selling experience. **Address 9FP-C, "ASBESTOS."**

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Hudson Wire Co.

Manufacturers

BARE WIRES FOR THE TEXTILE, PACKING AND ELECTRICAL TRADES

Copper Wire,
High Brass Wire,
Low Brass Wire,
Cadmium Wire
Pure Tin Wire,
Pure Zinc Wire,
4% Antimonial Lead Wire.

Other Fine Wires

Commercial Bronze,
Phosphor Bronze,
Other Bronze Alloys,
Silver Plated Copper Wire,
False Gold Wire
Nickel Silver, 10%, 15%, 18%, 30%.

Lahn

Copper Lahn
False Gold Lahn
Silver Plated Copper Lahn

Scratch Brush Wires

Brass Steel Copper Nickel Silver Bronze

Also

Metallic Fibre for Packing Purposes

HUDSON WIRE COMPANY

Successors to
ROYLE AND AKIN

Office and Factory

50-74 Water Street :-: Ossining, N. Y.

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CONTRACTORS AND DISTRIBUTORS PAGE

LET'S THINK ABOUT MERCHANDISING DISTRIBUTION

Various types of business have their various ways of selling their merchandise. Some few find that to sell direct to the consumer is the best, easiest and most economical for them and at the same time gives them a direct hold and control on their market. Today, however, such businesses are few and it is questionable whether their success is as rapid and complete as it might be if they were to change their plan and adopt a system of distributing their product thru some sales organization.

In surveying different types of manufacturers it is found that they dispose of their materials thru some process of distribution. At least they go thru the motions but whether they obtain the greatest success and cooperation from their distributing accounts is questionable. One hears statements daily from the executives of such manufacturers that their plan of selling thru distributors is all wrong; that they do not receive the benefits from their policy that they should have and they can point to numerous examples where business has been lost because they have depended upon this or that account instead of seeking the business direct and securing the order. It does not take many such cases to persuade them that it is better to have some of the business direct and at the same time to derive a certain volume from the distributors which of course the distributing accounts can always give them. In the end they see a loss in volume from the distributor, with considerable friction developing; they becry their fate and claim the whole merchandising idea is wrong.

There is no claim made in this paper that the present day method of dealing thru distributors is the ideal way to merchandise the products of a factory, but since it is the only one that we know and has been very successful in the cases where it is being used to its fullest measure, it behooves us to at least give some attention to it and get from it the best that it can provide. There are those who see no advantages in such a policy but feel that they must use distributors because it is the plan of their competitors, who seem to be getting some success from it. Consequently they go into it with a half hearted spirit and get out of it nothing. Their plan is not thought out and they have no policy of cooperation. This puts their whole merchandising scheme in a state of chaos. Such companies had better place all their customers on the same basis, selling direct to all; giving each the same terms and selling at the same prices.

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CYPRUS ASBESTOS

A true Chrysotile fibre of great tensile strength, exceptionally clean and well graded, suitable for the manufacture of—

Asbestos-cement pipes, sheets and shingles

Asbestos millboard

Moulded brake lining

Etc., etc.

Limited quantity still available for 1930 delivery.

APPLY FOR SAMPLES AND PRICES TO SOLE AGENTS—

CYPRUS TRADING CORPORATION, Ltd.

49, ST. JAMES'S STREET

LONDON, S. W. 1

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It is hardly a debatable question that merchandising thru the distributor method is today the best that has yet been brought to our attention. If we consider such a statement to be true let us consider the various angles and note both the claims of the manufacturer and of the distributor. Possibly the fault for its lack of success lies in a misunderstanding between the two and the presentation of the problems of both may help to promote harmony between them and at the same time develop the full resources that the distributor can offer.

At the Memphis Convention of the Mill Supply Jobbers held April 4, 1930, the Joint Merchandising Committee of the Mill Supply business, after a thoro investigation, made a report covering this subject. They realized that the manufacturer was not getting the fullest advantages from the functions offered by the jobbers and decided to find the reasons. Their initial step was to hear arguments presented by the manufacturer—telling why they could not derive the proper benefits from the sales forces of the distributor. They found the manufacturer complained that distributors do not really sell their products; that they function only as warehouses, and to some extent as bankers and in a credit way; and that they do not properly service the product after sales. This clearly states all the complaints which a manufacturer can have and such a presentation of facts to the distributor may help in securing a better understanding as to what the factory desires.

On the other hand the distributor says that he does a better job of selling than any manufacturer possibly could for the same gross selling cost. His complaint is that the manufacturer does not carefully select distributors and consequently reduces the effectiveness of legitimate distribution by setting up improperly financed, inexperienced and unequipped so-called distributors. He is sure that his men, because of their frequent calls and close association, are more closely in touch with the User problems than the factory men could be. This same close contact is important too from the credit view point and results in lower credit losses.

It is the citing of both sides of the question that opens the problem. It is not a hard problem to solve if thought is given to it by both parties. It is the writer's experience, after discussion with both the manufacturers and the distributors, that much more thought is being given to the question by the distributor, possibly because the handling of the factory lines is the salvation of his business. It can be found however that far better results can be obtained from these distributor organizations if the manufacturer considers them a definite component part of the merchandising scheme. In other words the complaint that the distributor is not providing the factory with what the factory expects is mostly to be blamed on the factory itself. The manufacturer gets out of his distributor organization what he puts

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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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into it and if he feels he is not getting success from this method of selling he himself is mostly responsible for it. The distributor plan of merchandising would operate better than any other way that we have today if the manufacturer would observe and carry out the Distributor's Creed—i. e. if manufacturers would stop direct selling, they would all do better.

This is the second of the series of articles being written for "ASBESTOS" by a man interested in the merchandising division of the industry. The first appeared in the July number.

AUTOMOBILE PRODUCTION

Production of motor vehicles for the month of July 1930, showed a total of 272,551 (262,363 in the United States and 10,188 in Canada). Or, divided by types, 231,015 passenger cars, 41,295 trucks, and 241 listed as taxicabs.

In July a year ago production totalled 518,301.

June 1930 production was 350,567.

WANTED: Brake lining salesman —Young, experienced able man to become associated with aggressive basic manufacturer at $40 per week salary. Address **Box 9A-N, ASBESTOS.**

FOR SALE
USED ASBESTOS TEXTILE MACHINERY

Complete yarn making and weaving equipment consisting of the following

Carding Machines
Mules
Spooling Machines
Twisters
Cop Winders
Universal Winders
Beamers

LOOMS—three and four ply multiple space cam looms for weaving asbestos brake lining.

For complete list and particulars, address Box 9M-W c/o ASBESTOS, 1701 Winter St., Philadelphia, Pa.

FOR SALE

Controlling interest in a wholesale jobbing business handling Asbestos, Magnesia and asphalt products. This includes pipe covering, roofings, industrial and shelf goods, paint, linoleums, packings, mechanical rubber goods and too many items to mention, all nationally advertised lines. Own our buildings, railroad siding, etc. Do quarter million business a year. Sales force of four salesmen. Well established trade, contract department installs insulation and built-up roofing. If interested and have $75,000 write for particulars thru **Asbestos, addressing 8-H. R.-E.**

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Africa (Rhodesia).

	May 1930 Tons (2000 lbs.)	Value		
Bulawayo District.				
Croft (Afr. Asb. Mng. Co., Ltd.)	177.38	£ 3,702	0	0
Shabanie (Rho. & Gen. Asb. Corp.) .	1,235.03	24,700	12	0
Victoria District.				
D. S. O. (Mashaba Rho. Asb. Co. Ltd.)	5.00	50	0	0
Gath's (R. & Gen. Asb. Corp. Ltd.)	542.81	10,856	4	0
King (R. & Gen. Asb. Corp. Ltd.) ..	561.56	11,231	4	0
Monarch L (Mapeke Asb. Mines Ltd.)	170.00	1,700	0	0
Sapientia, (Asb. & Gen. Tr. Ltd.) ..	70.00	700	0	0
	2,761.78	£52,940	0	0
May 1929	*3,632.40*	*£74,407*		

Africa (Union of S.).

	May 1929 Tons (2000 lbs.)	Value	May 1930 Tons (2000 lbs.)	Value
Transvaal				
Amosite	966.70	£ 9,917	235.40	£ 2,648
Chrysotile	1,271.32	18,531	785.00	13,896
Cape				
Blue	461.32	11,389	519.29	11,674
	2,699.34	£39,837	1,539.69	£28,218

Canada. The Annual Report (final) of the Quebec Bureau of Mines, for 1929, has just been published. The figures given for asbestos production however, are exactly the same as those contained in the preliminary report, and printed on page 27 of our April 1930 number.

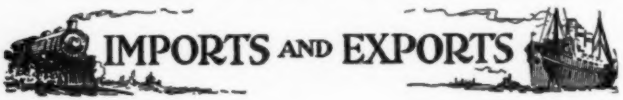
An interesting part of the report is the account of Bertrand T. Denis, Quebec Bureau of Mines, of his visit to the South African and Rhodesian Asbestos Deposits.

Cyprus.

July 1930	1,764 tons	(2240 lbs.)
July 1929	2,577 tons	(2240 lbs.)

An error was made on page 44 of our August number. In converting the 3600 metric tons to short tons, the figure should be 3,968.316 short tons, instead of 3,968,316 as given. Our printer simply used a comma instead of a period between the eight and the three.

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Imports into U. S. A.

Unmanufactured Asbestos.

	July 1929 Tons (2240 lbs.)	July 1929 Value	July 1930 Tons (2240 lbs.)	July 1930 Value
Africa (Br. S.)	206	$ 39,066	254	$ 51,259
Africa (Port. E.)	260	99,463	112	39,169
Canada	21,577	862,921	12,343	410,764
Germany	104	37,439	121	25,648
Italy	2	1,089	...	...
United Kingdom	...	20	56	20,076
	22,149	$1,039,998	12,886	$546,916
Tabulation of Crude Only:				
Africa (Br. S.)	206	39,066	254	51,259
Africa (Port. E.)	260	99,463	112	39,169
Canada	879	205,629	241	47,992
Germany	104	37,439	121	25,648
Italy	2	1,089	...	...
United Kingdom	...	20	56	20,076
	1,451	$382,706	784	$184,144
Other Grades:				
Mill Fibre (Canada)	7,605	427,029	4,846	251,427
Lower Grades (Canada)	13,093	230,263	7,256	111,345
	20,698	$657,292	12,102	$362,772

Manufactured Asbestos Goods:

	July 1929 Pounds	July 1929 Value	July 1930 Pounds	July 1930 Value
Yarn—				
Germany	2,194	$ 1,301	...	...
United Kingdom	1,429	798	...	...
Fabric, Woven—				
Italy	165	61	...	...
United Kingdom	10,464	6,048	...	...
Packing, Fabric—				
Germany	...	...	265	157
United Kingdom	...	...	747	944
Packing, not Fabric—				
Austria	...	...	24,200	7,132
Canada	40	18	3	5
Germany	15,502	5,578	4,025	1,845
Netherlands	1,000	306	...	...
United Kingdom	4,273	2,412	2,834	1,355

Paper and Millboard — None.

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	July 1929 Pounds	July 1929 Value	July 1930 Pounds	July 1930 Value
Asbestos Cement—				
Italy	8,177	251	...	...
Shingles—				
Belgium	12,034,120	141,977	69,941	743
Germany	200,274	3,746	...	...
Netherlands	840,521	12,108	...	...
Lumber of Asbestos Cement—				
Canada	33,465	1,515	...	...
Articles in part of Asbestos—*				
Canada	...	...	38,635	1,687
Brake and Clutch Lining, Molded, Pressed or Formed—*				
United Kingdom	...	...	294	273
Pipe Covering and Cement[1]*—*				
United Kingdom	...	...	900	24
Other Manufactures—				
Italy	4,097	134	21,451	1,540
Belgium	...	...	13,102	1,264
United Kingdom	1,425	845	...	...
	13,157,146	*$177,098*	*176,397*	*$16,969*

Shingles, Slate, Wood and Lumber — By Districts.

	July 1929 Pounds	July 1929 Value	July 1930 Pounds	July 1930 Value
Florida	154,000	$ 2,258	...	...
Galveston	4,175,744	53,499	...	...
Michigan	33,465	1,515	...	...
Mobile	675,912	9,423	...	...
New York	241,626	3,738	...	...
New Orleans	359,869	5,515	...	...
Philadelphia	7,467,764	83,398	69,941	743
	13,108,380	$159,346	69,941	743

* These classifications not previously reported by U. S. Customs.

Exports from U. S. A.

Exports of unmanufactured Asbestos during the month of June[1] 1930 amounted to 32 tons, valued at $2,520; during the same period in 1929, 28 tons, valued at $8,362.

Exports of Manufactured Asbestos Goods:

	June[1] 1929 Pounds	June[1] 1929 Value	June[1] 1930 Pounds	June[1] 1930 Value
Paper, Mlbd. & Rlbd.	223,815	$22,821	208,328	$19,313
Pipe Covg. & Cement	421,674	24,940	754,153	45,643
Textiles, Yarn & Pkg.	187,268	91,802	195,052	97,329
Brake & Clutch Lining	525,358[2]	107,663	663,015[2]	134,339
Asbestos Roofing	7,277[3]	52,784	5,046[3]	28,431
Magnesia & Mfrs. of	489,359	35,041	519,596	38,656
Other Asbestos Mfrs.	410,787	48,731	322,801	30,575

[1] Exports one mo. behind imports. [2] lin. ft. [3] sqs.

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ITALIAN

FINE YARNS — CLOTHS — TAPES

ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:—
SOCIETA ITALO RUSSA
PER L'AMIANTO

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

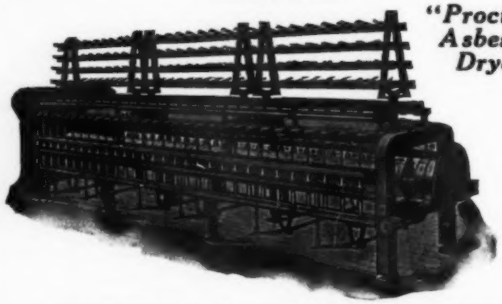
STOCK UP NOW

Finest Quality 72" Duck, 1.05 Double or Single Filled,
Count 76x28 Approx. 8 Ounce
Price 38c per lin. yd.
FREIGHT PAID MAINE TO TEXAS EAST OF 96° LONGITUDE
Slightly Higher Far West and Canada
Rolls—100 to 400 lineal yards—State Preference
Beautiful Material for Canvassing
Boiler, Tank, Pipe & Cork Insulation
STONE INDUSTRIAL EQUIPMENT COMPANY
SPRINGFIELD, MASS., U. S. A.

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.
Seventh St. & Tabor Rd., Philadelphia, Pa.

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Imports and Exports by England.

Imports of Raw Material.

	July 1929 Tons (2240 lbs.)	Value	July 1930 Tons (2240 lbs.)	Value
From Rhodesia	148	£ 2,932	301	£ 13,303
From Canada	523	10,948	1,048	14,007
From Other Countries	769	21,269	931	29,864
	1,440	35,149	2,280	57,174
Re-Shipments	367	12,589	326	12,270

Exports of Asbestos Manufactures.

To Netherlands	120	8,161	119	6,696
To France	38	8,400	78	7,917
To U. S. of America	8	2,533	2	1,271
To British India	704	14,324	467	15,117
To Australia	47	5,450	49	5,991
To Other Countries	2,696	93,310	2,616	102,091
	3,613	£132,178	3,331	£139,083

Exports of Raw Asbestos from Canada.

	July 1929 Tons (2000 lbs.)	Value	July 1930 Tons (2000 lbs.)	Value
United Kingdom	240	$ 24,225	475	$ 40,655
United States	8,546	619,815	5,853	347,527
Australia	150	15,000	40	3,600
Belgium	485	35,600	1,090	76,674
France	370	31,000	305	17,975
Germany	1,414	126,583	486	41,095
Italy	110	8,575	312	27,315
Japan	387	24,300	736	43,595
Mexico	25	1,625	...	...
Netherlands	33	1,485	232	18,335
Spain	22	1,210	...	...
	11,782	$889,418	9,529	$616,771
Sand and Waste—				
United Kingdom	180	3,888	690	17,250
United States	13,123	230,603	7,351	107,013
British India	...	...	30	330
Belgium	1	25	80	1,790
France	90	1,875	60	975
Germany	360	9,000	110	2,540
Italy	...	...	22	550
Japan	43	1,063	35	813
Netherlands	107	2,675	137	3,425
	13,904	$249,129	8,515	$134,686
	25,686	*$1,138,547*	*18,044*	*$751,457*

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We are in the market for
Metallic Yarn or any other grades of Asbestos Waste
Send Samples

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

PAUL RODE
STADTHAUSBRUCKE 15
HAMBURG GERMANY
Cable Address: PARIMASCO
In the market for
ASBESTOS CRUDES & FIBRES

Nederlandsche Asbest My.
ROTTERDAM (Holland)
P. O. BOX 803

Importers of Asbestos
Crudes and Fibres

Stocks of
all Grades

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NEWS OF THE INDUSTRY

Birthdays. The following gentlemen are to be congratulated 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, Insulating & Materials Co., St. Louis, Mo., September 24th; M. William Bray, Secretary, Mohawk Asbestos Shingle Co., Inc., Utica, N. Y., September 25th; C. Stanley Morgan, 445 W. Larned St., Detroit, Mich., September 25th; M. J. O'Malley, Pres., Standard Asb. Mfg. Co., 816-22 W. Lake St., Chicago, Ill., September 26th; Fred Surridge, Manager, R. V. Aycock Co., 3900 Choiteau Ave., St. Louis Mo., September 26th; A. W. Koehler, Sr., President, Asbestos Textile Co., 475 Fifth Ave., New York City, September 29th; O. P. Hennig, President, Hennig Asbestos & Packing Co., 318 S. Jefferson St., Chicago, Ill., October 3rd; John H. Victor, President, Illinois Philip Carey Co., 2100 Fullerton Ave., Chicago, Ill., October 9th; Russell Crawford of the Ehret Magnesia Mfg. Co., Valley Forge, Penna., 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 Co., Huntington, Ind., October 15th. We extend best wishes.

The Ric-WiL Company. C. W. Lemmerman and Carl Harrington, have severed their business relations with The Ric-wiL Company, manufacturers of underground pipe conduit systems. The New York Office of this company located at 1838, 101 Park Avenue, is now under the direction of H. A. Wicks.

S. A. Consolidated Asbestos Co., Ltd. According to the South African Mining & Engineering Journal, this company has been placed in liquidation.

Mashaba Rhodesian Asbestos Co. According to resolution of the Board, debentures for an amount of £25,000, carrying interest at the rate of 7% per annum and redeemable before December 1931, were created as a first charge upon the undertaking, and all the assets and property of the company. Of this amount £12,500 has already been subscribed by the directors and their friends. The board has decided to offer the balance to shareholders.—S. A. Mining & Engineering Journal.

Willoughby's Consolidated, Johannesburg. It is said that this company at present is more concerned with property in town and country and with ranching than with mining.

The India Rubber Journal in their "Practical Notes and Queries" column, August 2nd issue, gives two mixtures for Proofed Asbestos Cloth for Packings. A copy of the article will be supplied upon request.

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ELWOOD J. WILSON

Incorporated

350 Madison Avenue - - NEW YORK, N. Y.

AT 45TH STREET

ASBESTOS CRUDES AND FIBRES

The Expert Examination of Asbestos Properties

STONE INDUSTRIAL EQUIPMENT COMPANY

SPRINGFIELD, MASS.

U. S. A.

Desire U. S. A. Agency from responsible European Manufacturer of Asbestos, Cork, or other insulation products; Power Plant Equipment; Tiling or Flooring; Engineering Specialties; Special Building Material; Acoustical Correction Treatments; Sound and Vibration Dampers.

M. Stone Baker, a partner, will be in Scandinavia in July; British Isles during August; on the Continent in September. Personal interviews arranged with interested parties. Immediate response requested.

High-Grade Asbestos Textiles

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

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

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The Home Insulation Company of Hartford, Inc., located in Hartford, Conn., with the office force and salesmen of the Lotz Asbestos Company, and Johns-Manville representatives as their guests, enjoyed a frolicsome outing at the Hartland Coon Club, Hartland, Conn., on August 14th. The program consisted of lunch, baseball, golf driving, quoits, target shooting and dinner. Everyone had a good time.

Philip Carey Company. Oscar Bigler, for many years Sales Manager of the Philip Carey Company, Lockland, Cincinnati, Ohio, engaged in the advertising business as of September 1st, and is connected with S. C. Baer Company, 2527 Kemper Lane, Cincinnati.

Palmer Asbestos & Rubber Co., with general offices in Chicago, Ill., propose to erect at St. Matthews, Ky., four units, 300 feet long by 100 feet wide with a power plant 100 feet by 150 feet, with room for extension up to 5000 H. P. The plant will have a wide concrete apron running for 1100 feet along the railroad, from which we will be able to serve the switch tracks and the buildings. Part of this apron will be given over to servicing automobiles, so that the Laboratories can have direct contact with consumer. Each unit will be devoted to manufacturing a different class of material, and the plant will be built and equipped as the demand for the company's products increases.

The labor situation in St. Matthews is very favorable, as American born labor predominates and most of the laboring classes have had from eight grades of grammar school to four grades of high school, which gives an average mentality above the normal in comparison with some of our larger cities.

St. Matthews is situated very conveniently to the coal mines; plenty of electrical energy is available at reasonable rates, and the facilities for servicing the South, Southeast and Southwest territories are very convenient.

Norristown Magnesia & Asbestos Co. J. E. Hebberd, formerly connected with the Philip Carey Manufacturing Company, joined the sales force of the Norristown Magnesia & Asbestos Company, on September 1st, and is representing them in Ohio, West Virginia and Kentucky.

Walter E. Grauert, who formerly covered the Mid-West territory for the Norristown Mag. & Asbestos Co., has been moved into a more local Eastern territory, confining his sales work to a smaller section.

Asbestos Corporation Limited. At the meeting of the General Mortgage Bond holders of Asbestos Corporation Limited, held on August 29th, in Montreal, a resolution was passed deferring the payment of interest on the general mortgage bonds from July 1st, 1930 to January 1st, 1931, and further, to January 1st, 1932, as would be the case also with interest payable on January 1st, 1931—unless the Bondholders' Commttee object to the later postponement.

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The resolution also authorized the company to engage a firm of New York engineers, to make a report on the mining properties of the Company forthwith. This report is to be ready by October 31st.

Nicely & Company, Inc. Thomas S. Nicely has recently joined the force of Nicely & Co., Inc., Insulation and Acoustical Engineers and Contractors, whose offices are located at Delaware and Fairmount Avenues, Philadelphia.

Mr. Nicely graduated from Swarthmore College last June with a B. S. in General Engineering. During his senior year he was President of the class for the first semester and edited the school's weekly newspaper.

The Ruberoid Company, in a letter written by Herbert Abraham, President, under date of August 28th, to the stockholders of the Company, announce the acquisition of a controlling interest in Eternit, Inc. of St. Louis, Mo., manufacturers of asbestos cement shingles, lumber and corrugated sheets. The Ruberoid Company will be associated with the Belgian Eternit interests and contemplates the production of other asbestos products which have already found extensive markets abroad. This acquisition will not only add a well-known asbestos line to the facilties of the company but will also serve to diversify the company's activities into new fields.

The Ruberoid Company has declared a quarterly dividend of $1.00 per share on the capital stock of the company, payable September 15th, 1930 to shareholders of record August 30.

Harrison and Price (Scunthorpe) Ltd., has been formed with nominal share capital £1,000 to acquire the business of an insulating engineer and contractor carried on by L. Harrison at Scunthorpe and Frodingham, Lincs, England, and to carry on the business of insulating manufacturers, engineers and contractors, rubber, asbestos and mill furnishers, etc. The directors are J. T. Price, L. Harrison and Mrs. Lily E. Harrison.

Washington Asbestos & Talc Products Co., has decided to move its offices from Mount Vernon, Wash., to Burlington, Wash. Machinery and Equipment for the preparation of asbestos and talc for market are ready to be installed. The mine and factory are located at Burlington.

At a meeting of trustees recently, the following officers were elected: C. E. Woollen, President; C. E. Goodwin, Vice President; C. R. Buck, Secretary-Treasurer.

Directors are Dr. W. L. Jackson, J. H. Crossley, C. E. Woollen and C. E. Goodwin.

Johns-Manville Corporation. The Philadelphia District of this firm moved its offices to the beautiful new Broad Street Station Building. The official address is Broad Street Station Building, 1617 Pennsylvania Boulevard. The room number is 967; the offices are equipped with J. M. Floor tile and J. M. Acoustical ceilings, and are practically noiseless even when the full force is at work.

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PATENTS

Gasket. No. 1,770,548. Granted on July 15th to Frank J. Oven, Chicago. Assignor to Victor Mfg. & Gasket Company. Filed October 4, 1926. Serial No. 139,443.

Described as a tubular gasket shell, consisting of a single piece of material formed into a bottom portion, extending along a curve and spaced side walls curving inwardly and each terminating in a marginal flange portion, the flange portion of one wall being bent under and engaging the flange portion of the other wall, thereby to form a reinforcing seam.

Packing. No. 1,771,890. Granted on July 29th to Cecil R. Hubbard, Newark, and Robert M. Waples, Palmyra, N. Y. Assignors to Garlock Packing Company, Palmyra, N. Y. Filed May 28, 1928. Serial 281,138.

Described as a packing comprising a plurality of rings, each of a relatively flat V shape in cross section, having concentric inner and outer circumferential surfaces and a pair of connecting surfaces, the contacting surfaces of adjacent rings comprising complementary concave and convex elements so disposed that all of the concave elements may be directed towards the source of pressure to be opposed; said packing, including rings each having one of its connecting surfaces grooved circumferentially approximately midway between its inner and outer surface to reduce its thickness and form a hingelike connection between the adjoining parts of the structure, the grooved portions of said rings being perforated so as to provide means of communication for fluid pressure between the grooved portions of adjacent rings.

Brake Lining. No. 1,771,749. Granted on July 29th to Frank J. Eisenhardt, Waukegan, Ill. Assignor to Johns-Manville Corporation, New York. Filed May 24, 1924. Serial No. 715,715. Renewed February 9, 1928.

Described as a new article of manufacture, a brake lining comprising a tape capable of being flexed about a brake drum, which tape is formed of a hard, vulcanized composition, comprising rubber as a base, mixed with incombustible mineral matter as a filler and with numerous continuous wires extending from end to end of said tape and embedded therein at different depths from the surface thereof.

Also—a homogeneous brake lining material of the class described, comprising a body of dense, tough, flexible material and short lengths of asbestos embedded therein, the said short lengths extending substantially in the direction of the length of the body of the material.

Gasket. No. 1,771,596. Granted on July 29th, to John H. Victor, Chicago, Ill. Assignor to Victor Mfg. & Gasket Co. Filed September 16, 1927. Serial No. 291,956.

Described as an article having in combination companion sections having openings, gaskets in said openings substantially

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in longitudinal alignment with each other and complemental, adjustable, interlocking means connecting said sections.

Gasket. No. 1,771,604. Granted on July 29th, to Claude B. Bailey, Wyandotte, Mich., assignor to McCord Radiator & Mfg. Co., Detroit, Mich. Filed May 20, 1926. Serial No. 110,321.

Described as a manifold gasket having a body portion in strip form of a single layer of sheet metal and having stud openings and port holes therein, spaced apart lengthwise of the gasket body, said body layer being bent about the respective port holes to form annular recesses, asbestos rings in said recesses and tubular guides made independent of the body layer and inserted in the respective port holes, said guides projecting outward from the plane of the body layer and having inner and outer annular portions with flanges on opposite sides of the body layer and engaging the latter and the rings respectively for holding the rings in the recesses.

Brake Shoe. No. 1,772,639. Granted on August 12th, to Edward Slade, Sew York. Filed May 13, 1925. Serial No. 29,971.

In a device of the class described, the combination with a carrier of metallic packed brake lining, the ends of the packing being bent around the edges of the carrier, the body of the carriers having openings for the free accommodation of the ends of the rivets.

Insulating Covering for Fittings. No. 1,774,732. Granted on September 2nd, to Edward A. Smith, Cincinnati, O. Filed September 14, 1927. Serial No. 219,539.

Described as an insulating covering for pipe fittings, comprising a sectional body of heat insulating material, shaped to house a fitting and to surround pipes extending from the fitting, so as to completely house the latter, a sectional lining for the body shaped to provide dead air spaces between the latter and flanges of the fitting and projecting beyond the latter to surround the pipes extending from the fitting a sectional protecting casing for the body, separate from the liner means for securing the body to the casing and means for securing the casing sections to each other.

TRADE MARKS

(Passed for Publication)

(This information is supplied by the National Trade Mark Co., 900 F. St., Washington, D. C., who will conduct free of charge an advance search on any mark our readers may contemplate adopting.)

Whaleback. Serial No. 283,886. Multiproof Products Co., New York City. For liquid and plastic asphalt and asbestos roofing compound.

J. M. Serial No. 295,519. Johns-Manville Corporation, New York City. For asbestos compositions, asbestos textile fabrics, asbestos belting, asbestos rope, etc.

Starbestos. Serial No. 302,778. Knerr & Bortz, Mt. Airy, Phila., Pa. For brake linings composed of asbestos and cotton.

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THIS AND THAT

Business success is a mystery to some people because it involves so much common, ordinary horse sense.

We are grateful to our contemporary, the South African Mining & Engineering Journal, for the correction of a statement made in our June issue, to the effect that the Mapeke Asbestos Mines are located near the Shabanie and Birthday Mines. This is incorrect. Unfortunately, however, the S. A. M. & E. Journal doesn't tell us just where they are located, and Africa is a big country.

Shabanie Township, because of the large and productive asbestos mines located within its boundaries, has expanded so materially in the last few years that need is felt for a Town Management Board. A recent census of the village property showed a total value of buildings and improvements upwards of £20,000.

During the first six months of 1930, the General Electric Company paid $56,974 to employes for suggestions of plans for improvement. A total of 17,474 suggestions were made, of which 5,616 were adopted.

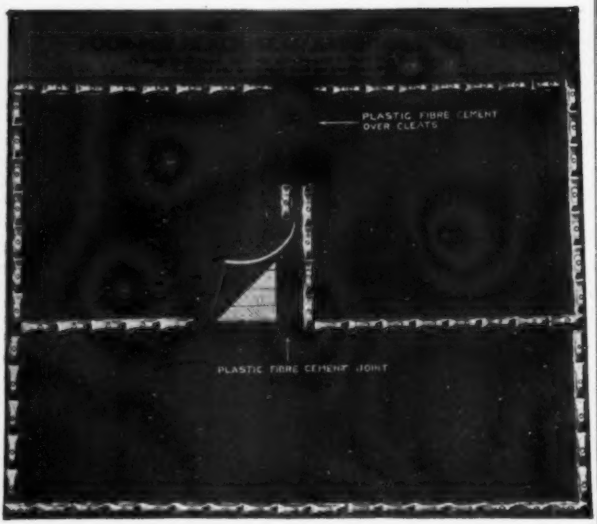
It's encouraging to receive a letter like the following:

"During the course of the year we have found many valuable pointers, tables and news that were of value to us. We certainly are glad to renew and hope you will continue giving us such interesting news items."

It came from a distributor of asbestos materials.

The General Electric Company has developed a new type of vacuum tube by which can be measured a hundredth of a millionth of a billionth of an ampere. Well, well, well, well! Who would want to bother with anything as small as that!

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