ASBESTOS

1701 Winter Street. Philadelphia, Pa.

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

NOVEMBER 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

WRITE FOR PRESENT PRICES

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... ASBESTOS ...

A MONTHLY MARKET JOURNAL
DEVOTED TO THE INTERESTS OF THE
ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

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THE LARGEST ASBESTOS PIT IN THE WORLD

This pit, located at Asbestos, P. Q., Canada, and owned by the Canadian Johns-Manville Company, occupies 87 acres of ground, and is the largest open asbestos pit in the world.

While this pit produces mostly short fibres, quite a bit of Crude is also mined there each year. The total production in 1928 of all grades ran over a hundred thousand tons.

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Properties of Bakelised Asbestos

By C. B. Gordon-Sale

Asbestos, previously of considerable application in the electrical industries, found greater extension when it was first impregnated with bakelite synthetic resin. Altho the material is fairly well known, there seems to be some doubt with regard to its commercial properties, and the object of the following is to clear the matter up.

In the first place bakelised asbestos sheet is usually better cured than the corresponding material having paper or textile as a base. The reason for this is obvious—the relatively high temperatures required for ploymerisation are likely to cause damage to ordinary materials and thus the sheets are often put on the market in a semi-cured condition which, while it makes no appreciable difference to the appearance, considerably detracts from their electrical insulating properties. On the other hand, when asbestos is the base material full curing may be given with the certainty that no damage will result.

As might be expected, bakelised asbestos finds chief application where heat resistance is of prime importance. Thus we find it used as a base for resistances, small fuses and like electrical parts where either continuous or intermittent rise in temperature is to be expected.

The maximum temperature at which the material may be used is about 320 degrees F. This temperature does not allow the material to change at all either in appearance or in physical and electrical properties. Actually, considerably higher temperatures may be safely withstood if there is no reason for the sheet to remain free from slight embrittlement or to retain a polished surface.

Of the earlier products it has been objected that they were distinctly alkaline and furthermore absorbed moisture to an extent likely to be prejudiced to dielectric strength under conditions of humidity.

Due to the very nature of the asbestos it is practically impossible to produce material which is not alkaline yet at the same time the degree is not such that can cause corrosion. Tests carried out in a water saturated atmosphere at

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90 deg. F. showed that there was no appreciable chemical action on the common metals—brass, nickel, silver, bronze and monel metal. Slight coloring of the surface of the metals was noticeable but this is almost certain to occur even with a perfectly neutral body.

Water absorption rarely exceeds about 1½ per cent tho with cheaper qualities it is likely to be higher.

For the agent who wishes to purchase good quality bakelised asbestos sheet the following particulars may be useful. It should be appreciated, however, that altho the specification is definitely commercial and can be met by all the reputable companies, yet at the same time it restricts material received to good quality intended for electrical insulating purposes.

Asbestos Content—55% plus or minus 10%.

Water absorption—12 hours in water at 180 deg. F. should not cause an increase in weight over 2%.

Heat Loss. 12 hrs. at 260 deg. F. should not cause a decrease in weight over 2%.

Embrittlement. 12 hours at 350 deg. F. should not discolor the sheet nor render it appreciably more brittle.

Alcohol extract. 4 hours repeated extract should not cause a loss in weight greater than 5%.

Electrical Tests. If the above are satisfactory, electrical tests themselves are redundant.

Alkalinity. The sheet should be only slightly alkaline. Litmus may be used for the test and the sheet should be roughened with sandpaper.

It should be borne in mind that the above particulars apply only to sheet below .2" in thickness which, however, includes the sizes for which there is greatest demand.

The Luse-Stevenson Company of Chicago, are applying the roofing on the first two buildings—the Administration Building and the Travel and Transport Building—for the World's Fair to be held in Chicago in 1933.

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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.

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85% Magnesia
Carbonate of Magnesia Powder
Pure Carbonate of Magnesia Block
Light and Heavy Calcined Magnesia
(In Technical and U. S. P. Grades)

Correct Heat Insulation for each Condition
Asbestos and Magnesia Pipe and Boiler Coverings

ASBESTOS ROOFINGS

Careystone Asbestos Shingles
Careystone Asbestos Corrugated Roofing and Siding
Asbestos Built-up Roofings

ASBESTOS PRODUCTS

Asbestos Paper and Asbestos Millboard
Asbestos Rope, Wick Packing and Gaskets
Asbestos Boiler Setting Cements
Asbestos Insulating and High Temperature Cements
Asbestos Insulating Doors for Power Plants

ASPHALT PRODUCTS

Built-up Asphalt Roofings
Prepared Asphalt Roll Roofings
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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Why Do We Use Canvas On Pipe Covering?

An executive in the insulation line stopped one day to chat with a distributor of that commodity. "Say Jim" (altho that wasn't the name) "why do we use canvas on pipe covering?"

The distributor threw up his hands. "That question has been asked me a dozen times and the only answer I can give is, because we always have used it, which, of course is the same as saying 'What's good enough for great grandfather is good enough for me.'"

Why *do* we use canvas on pipe covering?

Is it a hangover from the old days when pipes were covered with almost anything and carpet, burlap or other material wrapped around to keep the covering on the pipe?

Is it convenient to apply? One manufacturer figures it takes three separate operations—taking the canvas off the section that the section may be placed around the pipe, placing the canvas around the covering again when on the pipe, and finally pasting the edges together. An outer jacket fastened to or made as a part of the section of covering would undoubtedly be handier and take less labor in application.

Canvas isn't fireproof, or even fire resistant, as most pipe coverings are.

Often we read in advertising matter published by various insulation manufacturers that it "makes a neat and attractive job." Does it? We can think of many more attractive finishes than white canvas which catches every bit of dust coming its way, and which cannot be readily cleaned after once applied.

It may be neat when first installed. But after a year or two's exposure to the dust and dirt which naturally are prevalent in most places where pipe covering is used (and generally it is used in close proximity to coal bins) the only neat feature of the job is the regular spacing of the lacquer bands which hold the canvas and the covering in place.

If the house owner is offered something in the way of

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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

JOHNS MANVILLE JM CORPORATION

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pipe covering which would eliminate the dirty, unsatisfactory canvas jacket, at the same time giving a finish which could be easily cleaned, would he be likely to insist on using the old style canvas?

Mineral Production of Canada

Mineral Production of Canada for 1928, has just been published by the Dominion Bureau of Statistics at Ottawa.

This contains the following tables on Asbestos: Production of Asbestos in Canada (quantity and value) from 1880 to 1928 inclusive; Mill Output and Shipments of Canadian Asbestos, by grades, for 1927 and 1928; Imports of Asbestos into Canada, 1926, 1927 and 1928; Exports of Canadian Asbestos by Countries, quantity and value, for 1926, 1927 and 1928; Monthly Average Prices of Asbestos by Grades, 1927 and 1928; Capital Employed in the Asbestos Industry in Canada, 1926, 1927, 1928; Employees, Salaries and Wages in the Asbestos Industry in Canada, 1927 and 1928; Number of Wage Earners in the Asbestos Industry in Canada, by Months, 1927, and 1928; World Production of Asbestos 1913 and 1924 to 1928 inclusive.

It is our plan later on to publish some of these tables. If our readers are particularly interested in any of these tables and will advise us we will be glad to publish those of special interest first.

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.

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Bell
Asbestos Mines

Thetford Mines, P. Q., Canada



HIGHEST QUALITY
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of all Grades

Shipped to All Parts of the World

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER U. S. A. PENNA.

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Census Of Manufactures, 1929

Preliminary report on the census of asbestos manufactures for 1929 has just been issued, by the U. S. Bureau of Census and gives some interesting data.

Two hundred and thirty establishments are covered by this report, 166 being manufacturers of steam and other packing, pipe and boiler covering and gaskets and 64 manufacturers of Asbestos products other than steam packing and pipe and boiler covering, and gaskets.

Table No. 1 of this report gives information as to number of wage earners employed, wages paid, cost of materials, fuel, etc., and compares the data with that reported in the 1927 census.

Table No. 2 gives production of the various classes, in both quantity and value, and this table we print below:

ASBESTOS PRODUCTS, STEAM AND OTHER PACKING, PIPE AND BOILER COVERING, AND GASKETS. PRODUCTION, BY KIND, QUANTITY AND VALUE.

	Unit of Measure	Quantity	Value
Brake linings (not molded)	Lineal ft.	108,738,247	$16,228,427
Clutch Facings	Pieces	38,093,113	3,900,727
Yarn	Pounds	15,379,022	5,173,974
Cloth	Pounds	6,660,974	2,763,643
Tape, listings and tubular lagging	Pounds	2,197,831	1,185,324
Packing, compressed sheet	Pounds	3,405,525	777,116
Packing, fabric, flat	Pounds	1,676,301	692,369
Packing, woven and molded to special sections (with or without other materials)	Pounds	3,533,690	2,393,992
Gaskets	Pounds	2,538,655	1,417,208
Other asbestos textiles			1,085,673
Total—Asbestos textiles			*$35,618,453*
Asbestos Shingles	Squares	895,775	5,317,085
Asbestos lumber (plain)	Square ft.	16,770,928	1,638,687
Asbestos lumber (corrugated)	Square ft.	18,624,266	1,455,739
Other asbestos bldg. materials			1,805,992[1]
Total — Asbestos Bldg. Materials			*$10,217,503*

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Pipe and boiler covering, aircell	Lineal ft.	66,032,648	4,612,922
Pipe and boiler covering, asbestos other than aircell	Lineal ft.	27,196,729	2,466,288
Pipe and boiler covering, 85% Magnesia	Lineal ft.	23,959,209	3,045,324
Molded 85% Magnesia Blocks	Board ft.	21,479,103	2,457,337
Molded Asbestos Brake Lining	Lineal ft.	22,319,963	2,524,646
Millboard	Pounds	7,280,221	345,375
Asbestos insulating cements	Pounds	65,643,209	850,133
85% Magnesia Cement	Pounds	2,725,244	100,118
Table mats and protectors	Pounds	1,602,649	733,134
Other asbestos products			4,926,020[2]
Total—Other Asbestos Products			*$22,061,297*
Gaskets, other than those shown under Asbestos Textiles			$14,936,456
Steam and other packing, other than shown under Asbestos Textiles			$10,790,991
Mineral Wool Products			$ 1,521,227
Grand Total			*$95,145,927*

It should be remembered that the purpose of this preliminary report is to make the census statistics available to the industry at the earliest possible date, thus insuring their maximum current value, they having been compiled from returns which have not received the careful scrutiny and revision which will be given them before publication of the final report, and are based in small part on estimates for those establishments which have not yet made their returns. Therefore these figures may differ from those which will be given in the final report for the industry, but it is believed that these differences are not of sufficient importance to have any material effect on the value of the statistics for practical purposes.

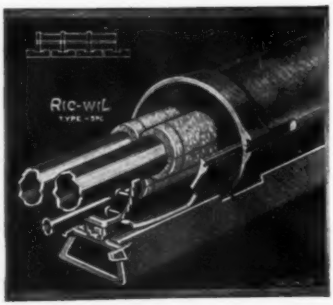
Copies of the complete preliminary report may be obtained by addressing the Bureau of the Census, Department of Commerce, Washington, D. C., or thru the office of "ASBESTOS".

[1] Includes asbestos flexible roofing, and asbestos wall tile. Values are combined in order to avoid disclosing output of individual establishments.

[2] Includes molded asbestos blocks, molded composition, insulators, high temperature cements, asbestos ebony, asbestos paper and miscellaneous products.

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IF ECONOMY IS IMPORTANT RIC-WIL IS ESSENTIAL



Ric-wiL Conduit is economical and easy to install — less trenching — less extra materials—no special construction. But the real economy lies in the efficiency and permanence of Ric-wiL Conduit. Ric-wiL Conduit Systems are so well engineered and of such sturdy construction that there is no time limit to their efficiency or permanence—with Ric-wiL the first cost is the last cost —no yearly replacements or repairs—no staggering after costs.

Ric-wiL Type SPC Conduit makes the installation of pipes and the application of pipe covering an easy and speedy job—you can "get at" your work and see what you are doing. And after the pipes are insulated the top Conduit section is locked and sealed in place—the pipes and covering are permanently protected.

Ric-wiL Conduit may be had in salt glazed vitrified tile or cast iron. As these are inter-changeable, the main run may be tile with cast iron only where there are extremely heavy loads or unusual vibration.

Write for your copy of our complete catalog.

The RIC-WIL Company

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Branches: New York - Baltimore - Atlanta - Chicago
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RIC-WIL

UNDERGROUND CONDUIT
FOR STEAM PIPES

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Carboloy Revolutionizes Cutting Of Asbestos Pipe Covering

A revolutionary method of cutting asbestos pipe covering, thru the use of Carboloy-fitted saws is reported by one of the manufacturers[1] of this material.

By this method, the production per saw for each grinding has been increased forty times, resulting in great reduction in costs and larger output per machine.

What is Carboloy, which makes such results possible?

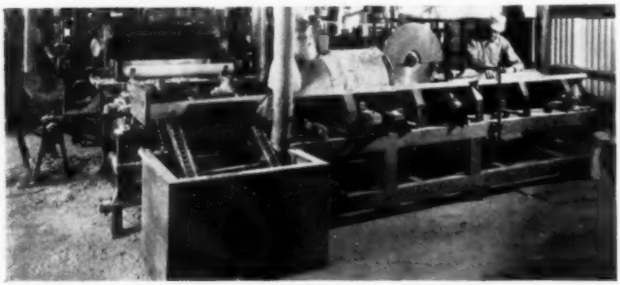


Photo by courtesy of Keasbey & Mattison Company.

Sections of aircell pipe covering are fed into the carboloy-fitted slitting saw at the right, and by conveyor are passed to the left thru carboloy trimmer saws.

It is a new alloy, which contains no steel. It is a compound of tungsten carbide and cobalt, and is one of the hardest substances known—second only to the diamond in hardness. In its application to saws it is used to tip the teeth, cutting edges of Carboloy being brazed to the steel. The application of Carboloy to saws and knives was perfected by Henry Disston & Sons, Inc., of Philadelphia.

Carboloy fitted saws and knives have proved particularly efficient in cutting asbestos materials, gypsum fibre, plywoods, wallboards, fireproof wood and other ma-

[1] Keasbey & Mattison Company, Ambler, Pa.

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terials containing abrasive substances. They have also established amazing records in cutting brass, copper and other non-ferrous metals.

In the manufacture of asbestos aircell pipe covering, silicate of soda is used to glue together the layers of corrugated asbestos paper and of plain paper, making the cutting of this material difficult. The edge of an ordinary saw is actually ground away by friction.

The finished sections of the pipe covering have to be slitted to allow the asbestos to be applied to the pipe. Moving under the saw, the covering is cut apart on one side while the opposite side is slitted half way thru. With regular saws the edge and teeth are worn off in cutting 3,000 sections. When the manufacturer referred to became interested in the possibilities of the Disston Carboloy-fitted saws, they installed a thirty inch blade with 24 teeth, and the result was amazing.

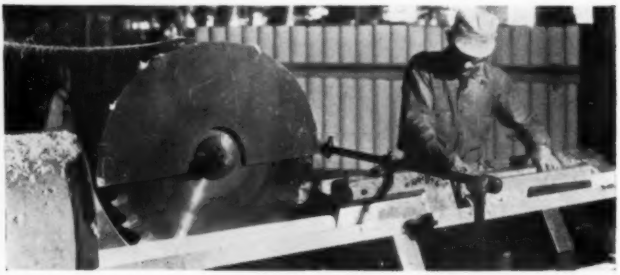


Photo by courtesy of Keasbey & Mattison Company.

A closer view of the Carboloy slitting saw.

On the first run, without resharpening, this saw cut 114,000 sections, or more than 64 miles of covering. On the second run the same saw cut 135,000 sections before it was removed for refitting, making a total of 76 miles before the teeth again required sharpening. This compares with a maximum of about 3,000 sections cut by a regular carbon-steel saw and represents an average of 41 times more cutting than was possible previously before the saw required

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ARIZONA



AFRICA

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New York, N. Y.

Crude -:- Spinning Fibre
Shingle Stock

Owning and Operating

REGAL ASBESTOS MINES, Inc.

Producers of

Arizona Asbestos

European Head Office
Merckhof
HAMBURG
Germany

IMPORT

EXPORT

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refitting. Either of these runs with the Carboloy-fitted saw would have worn out two regular saws, and added the additional loss of time and cost for 82 refittings.

Pleased by these results, the manufacturer then installed carboloy fitted saws on the trimmer. Moving forward on supporting arms, the ends of sections are edged by two 18 inch carboloy-fitted saws. When these cuts were made by regular circular or narrow band saws, the section had to be held on the ways and the saws refitted daily. Now there is so little effort in cutting that the pieces need not be held, but ride smoothly under the blades. These cuts are particularly abrasive as the water glass collects toward the end of the pipe covering.

Another advantage from Carboloy-fitted saws was the smoother cut, which allows the covering to be closed with a perfect joint after it is mounted on the pipe. This advantage would of itself largely justify this type of saw. In a day's run as high as 4,300 sections have been cut by this machine.

Note: For further information on these saws, readers may address Henry Disston & Sons, Inc., Tacony, Philadelphia.

Nederlandsche Asbest My.

ROTTERDAM (Holland)

P. O. BOX 803

Importers of Asbestos
Crudes and Fibres

Stocks of
all Grades

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ASBESTOS



ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

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A List Of Asbestos Products

The list below represents, we believe, a complete list of asbestos products manufactured.

You may be able to add one or two. If you are, send them in without delay, and we will publish such additional ones next month.

Some of the items may appear to cover a rather wide territory. For instance "High Temperature Insulation". The high temperature insulations made by the various firms are very different in character, but it would be impossible to list them under any other name unless we were to use trade names, which we have carefully avoided doing. Likewise the simple term "Aircell Covering" is supposed to include the several improved types of aircell on the market.

We especially wish criticism of this list. Check it carefully with a list of your firm's products, and do not fail to write us if you can add even one product to the list.

Aircell Covering
- Blocks

Asbestos Cement Products
- Shingles
- Flat Sheets
- Corrugated Sheathing
- Corner and Ridge Rolls
- Wallboard
- Decorative Panels and Imitation Marble
- Ebony or Ebonized Wood or Lumber
- Pulleys
- Chimneys
- Boiler Plugs
- Moulded Ducts, Forge Jacks, Smoke Ducts, Smoke Jacks
- Water Resistant flat sheets

Baking Sheets
- Blankets (for smothering fires)

Boiler Wall Coating
- Brake Blocks or Shoes

Brake Lining
- Woven
- Folded and Compressed
- Moulded-Woven

Breeching Insulation

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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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Cement
- Furnace
- Refractory
- Insulating, Asbestos and Magnesia
- Roofing
- Retort

Cloth
- Plain
- Metallic
- Gasket
- Specially Woven

Clothing
- Gloves
- Mittens
- Hats and Helmets
- Aprons
- Leggings
- Overalls
- Caps
- Sleeve Protectors
- Shoes

Clutch Facings
- Woven
- Folded and Compressed
- Moulded

Expansion Joint (for Boiler Walls)

Felt
- Pipe Line
- Acoustical
- Asphalt Saturated
- Acid Resisting
- Fire

Felt Siding
Fire Felt Sheets and Blocks
Filter Fibres
Flooring
Gaskets
- Asbestos Cloth
- Metallic Asbestos
- Paper or Millboard

High Temperature Insulation
(of various kinds)
Insulation Jackets
Insulating Material for Packing Void Space
Lead Joint Runner
Listing or Tape (Selvage Edge)
85% Magnesia Covering
- Blocks
- Lagging
- Cement

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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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Mattress Insulation

Millboard
- Plain
- Silicated
- Discs

Moulded Composition for various articles such as
- Lamp Sockets
- Rheostat Backings
- Switch Parts
- Arc Deflectors
- Radiator Caps (Auto)
- Phonograph Records
- Buttons
- Electric Wire Insulation

Motion Picture Booths
- Asbestos Cement Flat Sheet
- Cloth

Packing, Asbestos Plaited
- Valve Stem
- High Pressure (Wound)
- High Pressure (Other)
- Asbestos Cloth
- Compressed Sheet
- Rope Wick

Packing Cups, Moulded

Paint, Varnish, Filler

Paper,
- Plain
- Graphite Impregnated
- Corrugated
- Building

Paper Tape, electrical

Plaster
- Sound Absorbing
- Plain Plaster and Stucco

Putty, Caulking

Rollboard

Rope
- Packing (See Packing)
- Other for fire uses

Roofing
- Built Up
- Felt
- Asbestos Protected Metal
- Slate Surfaced Asbestos Felt Shingles

Snow, for decoration

Spiral Pipe Insulation

Stack Lining

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Allbestos
CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS

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

❖ ❖ ❖

Manufactured in Our Own Plant from the Raw Materials

Allbestos Corporation

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

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Stocking, Lead Cable
Stove Mats
Table Pads
Table Mats
Tape, Friction
Selvage Edge (See listing)
Paper, electrical (See paper)
Brake lining
Tapestry (European)
Tent Shields and Stove Rings
Theatre Curtains
Tubing, Braided
Wick, Packing (See Packing)
Wicks, Oil Stove
Wire Insulation
Yarn, Cord and Twine

WANTED: To get in touch with miner experienced in mining amphibole asbestos or fibrous talc. Must give dependable references. **Address E. C. Guy, Newland, N. C.**

We are in the market for
Metallic Yarn or any other grades of Asbestos Waste
Send Samples
E. GROSS & CO., INC.
HARTFORD CONN.

ELWOOD J. WILSON
Incorporated
350 Madison Avenue - - NEW YORK, N. Y.
AT 45TH STREET
ASBESTOS CRUDES AND FIBRES
The Expert Examination of Asbestos Properties

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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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FACT AND FANCY

Reducing City Noise.

The entire country has for many months been observing with interest the tremendous experiment being tried by New York City in its effort to reduce noise.

The Committee, of which Lewis H. Brown, President of Johns-Manville Corporation, is Chairman, comprised leading Surgeons, Engineers and Educators.

Its report, comprising a volume of 308 pages, has just been issued and is profusely illustrated with photographs, charts, diagrams and tables, presenting a picture which is a credit to the Committee and a challenge to the citizens not only of New York but of all large cities.

How residents of most great centers ever rest is a mystery to those of us fortunate enough to live in the country.

Abatement of the noise evil is, at least in part, a job in which asbestos can be and is being used to great advantage.

Our Reference Files.

During the years since "ASBESTOS" came into being, we have collected here a vast quantity of information concerning production, manufactures, trade names, etc.

Within the next few months we plan to gather this information together and compile it in such form that it is readily available to anyone interested.

And when that is accomplished we will publish some of the tables, lists, etc.

You will find in this issue a list of Asbestos Products. This is just a start. Later issues of "ASBESTOS" will contain:

A Topical Index of "ASBESTOS".
A Directory of Brake Lining.
A List of Insulation (pipe covering) materials, with trade names and descriptions.
World Production figures, probably with comparisons or graphs.

If there are other things of this sort which you would like to see published in "ASBESTOS" tell us about

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GARCO ASBESTOS TEXTILES

ROVING, YARN, CORD, THREAD
BRAIDED AND WOVEN TUBING
ASBESTOS CLOTHS FOR EVERY PURPOSE
FIRE RETARDANT CURTAINS
VALVE STEM, HIGH PRESSURE AND SHEET PACKING
DIE-FORMED PACKING RINGS
BRAKE LINING — CLUTCH FACINGS

EVERYTHING IN FINE ASBESTOS TEXTILES

GENERAL ASBESTOS & RUBBER DIVISION
OF RAYBESTOS-MANHATTAN, INC.,
NORTH CHARLESTON, S. C.

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them and we will do our best to supply the need.

Russian Asbestos.

The arrival of a thousand tons of asbestos from Russia during September, and a seven hundred ton cargo only a few days ago, with possibly some in between, is causing much comment as to when and where the Russian importations will stop, especially as the values are not high.

Ever since wheat, pulpwood and other products were "dumped" on the United States Market, we could not help wondering whether asbestos would be next, for production of asbestos in the Urals has been increasing very rapidly during the past year.

Fair competition is well and good, but if this Russian asbestos is to be sold at prices at which the Canadian and other materials cannot possibly be produced,—and under the Russian plan of commerce this seems not unlikely—the low priced Russian asbestos will demoralize not only the raw material, but the manufactured asbestos markets as well.

It behooves everyone interested in the asbestos industry, to give the matter some thought.

Ridiculous Statements.

Every once in a while we run across a chance reference to asbestos in the newspapers which indicates beyond question that the writer thereof is entirely unfamiliar with the material or its uses.

Listen to the following:

> "Most of the damage was caused by water which ruined much asbestos material. Wool felt, *which is used in the manufacture of asbestos* on pipes and boilers, fed the flames."

and again:

> "One of the largest and purest deposits of infusorial earth in the world is in Lake County. It has many uses as polish and *in the manufacture of ink, dynamite, asbestos, etc.*"

Well, if asbestos is made of wool felt and infusorial

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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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earth, we wonder what other ingredients it contains!

When readers run across ridiculous statements concerning asbestos send them on to us for publication, and maybe we can all work together to keep the public better informed on this wonderful product of nature.

Making Asbestos Gaskets.

The article which we published in September under the above title caused (as we expected) some discussion among the trade.

The position is taken, and rightly, that it is very easy to obtain a ready-cut gasket of almost any design and that these, being made of materials particularly suitable for the joint in question, are much more satisfactory than a gasket cut on the job of asbestos paper.

Better get the gasket best suited to the purpose, even tho not so convenient and probably more expensive, than run the risk of having the job blow out.

We hope soon to publish an article which will show the purposes for which various kinds of gaskets are suited, and why.

Pertinent Comment.

In commenting on the article "Follies of Overproduction", which we published in our October issue, the Asbestos Corporation Limited tells us that they curtailed production in March 1930, and since that time only two mills out of six have been in operation, and one of these at only about 50% capacity.

At the same time development of ore has been advanced and all mills have been reconditioned, and the Corporation is now in shape to meet any demand for every grade of fibre.

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

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ASBESTOS

it's here!

Thermo-Lux

a Masterpiece by NORRISTOWN

NUMBER ONE OF THREE
NEW PRODUCTS

Again NORRISTOWN steps to the front with a brand new, modern, insulating material.

Here is a covering for medium or low pressure steam lines or hot water work, that is efficient, durable and practically vermin and rodent proof.

Space does not permit elaboration on the new construction features of this insulation. The high spots are—extra heavy asbestos paper—special "Roman Arch" corrugations—sections are one piece being hinged at bottom with a 3/8 inch flap at top longitudinal seam—outer casing is enameled ivory—no canvas jacket or painting required—extra wide green lacquered ties for concealing joints—and each section is individually wrapped in heavy paper to protect the finish, and packed in the "original" NORRISTOWN carton.

WATCH FOR NEW PRODUCT NUMBER TWO—TO BE ANNOUNCED ON THIS PAGE NEXT MONTH

NORRISTOWN MAGNESIA & ASBESTOS CO. NORRISTOWN PENNSYLVANIA

Please send more information regarding Thermo-Lux

NAME _____

ADDRESS _____

CITY & STATE _____

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Little Lessons in Selling

MECHANICAL SKILL IN SELLING

By John T. Bartlett

You are not an expert salesman until you have a selling voice and a selling manner. Cultivate, develop, each.

You must have a voice which is, above all else, persuasive. We have noticed that many men, developing salesmanship, acquire a characteristic selling pitch and tone, and often this is quite unlike speaking traits formerly possessed. Some salesmen may put deals across by talking in loud tones, but more do so by using lowered tones, which have a soothing, winning character.

Thru much practice, a salesman can make his characteristic persuasive voice a mechanical accessory. In other words, he falls into it automatically as he begins to "work" a prospect.

Manner can be made mechanical, automatic. There should be in it exactly the right amount of deference, consideration—and exactly the right proportion of confidence, earnestness.

Even many of the sales arguments used can be made, in respect to the words, mechanical.

There is a big reason why the salesman should train himself well in the mechanics of selling, making them habits. Thus is eliminated much of the strain of selling. Thus is it assured that the salesman when confronted by new situations will not be bewildered, for the salesman who knows that his mechanics are right is able to calmly size up a situation even as he is moving into it.

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

NEWARK WASTE CO.

55 to 59 River Street NEWARK, NEW JERSEY

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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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MARKET CONDITIONS

General Business.

There appears to be a rather general opinion that the turning point in business has been reached, and from now on improvement will be steady even if very gradual.

This may not be apparent in all trades—in fact in quite a few improvement is practically nil up to the present time, but an upward trend in even a few lines, and however slight, is encouraging.

Collections of wholesale and manufacturing firms thruout the country are reported by the National Association of Credit Men to be at least six per cent better than they were a month ago. "From the credit point of view," says Dr. Stephen I. Miller, executive manager of the Association, "the outstanding feature of the present business situation is this country-wide improvement in collections. We can see in it a dependable sign of better things just around the corner."

The automobile industry is still very slow, showing practically no signs of improvement. The building line on the other hand has some favorable factors, September contracts in residential building having gained considerably over August.

Patience, however, continues to be a virtue.

Asbestos—Raw Material.

Good weather, plus small sales, has been increasing stocks of asbestos in Canada. European business being bad, shingle fibre sales for European consumption, have been poor. Demand for spinning stocks for the United States consumption has not been active. Shorter grades have only been fair and prices generally weak.

It is rumored that Russia is now producing spinning fibres and shingle fibres of the same types as those produced by Canada, while heretofore Russia has been confining her activities primarily to crudes. We learn that the freight rate from the Asbestos Mines in Russia to New York or Philadelphia is no higher than the freight rate from Thetford Mines to similar points in the United States.

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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

Sole European Distributors

Compagnie Commerciale De Minerais
Et Matieres Premieres

74 QUAI DE JEMMAPES PARIS, FRANCE

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Rhodesia seems to be curtailing output, but even so, large stocks have accumulated at the mines.

Asbestos at the moment, seems to be on a par with other minerals in which it is apparent that it is largely a buyer's market.

At prices now quoted for asbestos, it is a question whether any of the large operators can make profits commensurate with their investments, taking the depletion of their properties into consideration.

Low prices of asbestos do not help the manufacturers and no doubt the manufacturers would be delighted if there were more stability in prices, to enable them to figure with any certainty their own costs for future operations.

Surely when markets are so depressed, it would seem highly advisable that all producers of asbestos should attempt to come to some understanding and arrive at a basis of cooperation instead of such intense competition.

Manufactured Asbestos Products.

Textiles seem to be the battleground of the industry at the present time. In common with all other products, it is a buyer's market and the buyer knows it and knows it well. Quotations from the stronger companies run anywhere from 10 to 15% over quotations from the weaker companies who need the business at any price. To the buyers of Asbestos Textiles who read this market report, the following suggestion is given: dealing with old, established companies is the surest safeguard of satisfaction. You can get low prices from some Asbestos companies at the present time but you may suffer for it because of the quality of the product you receive, and later, you may have to return to the established suppliers. Being a *shrewd* buyer is not the same as being a *price* buyer—never has been, even less now than ever before. There is no substitute for knowing your supplier; and if a choice between integrity in a source and price, we would choose integrity anytime.

Recently comments regarding the outlook for Brake Lining were exchanged among three or four of the largest manufacturers of this commodity in the United States. All of these manufacturers seem to be agreed that Brake Lin-

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RUSSIAN ASBESTOS

for use in the Manufacture of

Moulded Brake Lining

Free of grit or talc—extremely strong

•

A grade of Russian Asbestos made especially for Moulded Brake Lining and very reasonable in price.

•

Write for Substantial Sample

ASBESTOS LIMITED INC.
8 West 40th Street · New York, N. Y.

AMTORG TRADING CORP.
261 Fifth Avenue · New York, N. Y.

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ing prospects for 1931 are, while not so rosy as 1929, at least normal,—meaning that 1931 will not be a boom year for the sale of Brake Lining but should be normal in relation to the years immediately preceding 1929. It is the consensus of opinion that the Brake Lining factories are receiving rather nice orders for this time of the year and production which, during the last month has been on a three day basis, has now jumped to an average five day week in the large brake lining factories. This, while not indicative of a general pickup in the Brake Lining Industry, is nevertheless encouraging and we look forward to fair business until the first of January anyway.

The Asbestos Packing market, while in the doldrums at the present time, is going to be pretty good not so far in the future. The smaller semi-manufacturers of Packings are going out of business every day, driven from the field by the competition of the larger companies, and every one of these companies that go out of business, make the field so much more secure for the larger, well established units. The Packing manufacturer who sticks thru this depression is going to be amply recompensed for his losses in the future by the increase of business which will gravitate to him thru the elimination of the lesser and weaker units.

Insulation. High Pressure. Orders are coming in very slowly, altho there is still some little hangover on jobs that were closed some months ago. Volume seems to be slowly but surely decreasing, in line with recessions in other businesses; and this condition will most likely continue until the upturn in business is more marked.

In the low pressure field demand has been fair, better than was expected. In fact October seems to have been a pretty good month in this line, better than August or September. Prices remain quite steady.

Paper and Millboard. Demand is only fair, with very little change from the previous several months. Prices fairly steady.

Asbestos Cement Products. In the asbestos cement products little change is noted. Considering the season of the year, the depression in business generally, the slowness of the building market, and other unfavorable factors, de-

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mand for asbestos cement shingles has been fair.

There has not been much demand for corrugated material during the past month. True some very large orders came thru but these had been developing for several previous months and just happened to break in October.

The demand for flat asbestos cement sheathing or lumber is quite steady, the uses for this material being mostly industrial rather than dependent on the building market.

Editor's Note: The above represent the opinions of certain men in each line of asbestos trade who are very closely in touch with market conditions in their particular line. If your opinion differs from theirs, we will be glad to have and publish your comments.



Total Building Contracts in October were above those of September; residential showing up well.

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

Tropische & Ueberseeische Rohprodukten A. G.
Alsterdamm 7
HAMBURG GERMANY
IMPORTERS & MERCHANTS OF
ASBESTOS CRUDES AND FIBRES

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The Market For Asbestos In Japan[1]

The market in Japan for asbestos in lump, powder and fibre, as well as in packing and other forms, is increasing year by year, owing to the expansion of industrial plants using this material, and to the great variety of uses to which asbestos products are being put in everyday life. Crude asbestos is manufactured locally into roofing slate, millboards, packings, yarns, etc., while in competition with these, manufactured goods, consisting primarily of yarns, boards, steam packings, brake and clutch linings, and roofing materials—are being imported, but in declining quantities.

About 80% of the domestic imports of asbestos fibre come directly from Canada, a small percentage from Russia —mainly thru German merchants in Hamburg—and the balance is brought in thru the medium of one or two English concerns who are interested in the African deposits.

The following statistics give the quantity and value of asbestos and asbestos products imported into Japan during 1929 and during the first five months of 1930. From these it will be seen that the proportionate value of the manufactured goods is considerably greater than that of the crude asbestos.

	1929		Jan. to June 1930	
Raw Asbestos.	Short Tons	Value	Short Tons	Value
Great Britain	65	$ 17,331	725	$ 64,633
China	5	1,502	18	3,025
Kwantung Province	54	8,049	61	7,670
India	31	3,298	..	...
Germany	128	25,546	63	9,186
Belgium	33	4,904	..	...
Italy	30	2,791	..	...
Russia	14	5,511	..	...
United States	8,668	750,161	3,103	253,261
Canada	1,796	146,852	1,940	159,550
Cape Colony and Natal	338	37,667	81	13,043
Eastern Africa	225	23,154	414	33,462
Other	68	8,982	62	9,660
Total	11,455	$1,035,748	6,467	$553,490

[1] By James A. Langley, Commercial Secretary, published in the Commercial Intelligence Journal, Ottawa, Oct. 4, 1930.

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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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	1929		Jan. to June 1930	
	Short Tons	Value	Short Tons	Value
Asbestos Yarn.				
Great Britain	73	$56,758	27	$18,027
Germany	26	27,470	6	7,355
Italy	3	2,573	.	157
United States	2	3,671	4	1,155
Other	.	11	.	...
Total	104	90,483	37	26,694
Asbestos Board.				
Great Britain	403	$103,464	252	$55,362
Germany	69	28,904	56	14,519
Belgium	8	1,565	..	...
Italy	2	1,848	..	...
United States	261	116,925	174	57,863
Other	1	806	5	2,241
Total	744	253,512	487	129,985
Other Manufactures of Asbestos.				
Great Britain	77	$ 89,063	36	$ 42,356
Germany	171	158,093	78	64,754
Italy	53	60,304	..	109
United States	115	197,953	71	123,371
Other	2	1,209	1	806
Total	418	506,622	186	231,396

It is estimated that about 20 tons of short fibre are imported for every 5 tons of long fibre, and that at the moment (August 1930) there is a very considerable stock of short fibre in Japan, due no doubt to the general economic depression. In discussing the question of asbestos with manufacturers in Japan, the impression was gained that they are most anxious to secure supplies of blue asbestos yarn made by the Cape Asbestos Company, but as there is an insufficient quantity available for European consumption, no stocks were available for Japan. It seems that the preference in Japan is for blue asbestos but that stock and price are a determining factor in the use of the Canadian product.

Generally speaking, the marketing of asbestos in Japan is somewhat difficult owing to the influence of two of the leading trading companies, and to the fact that

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"THE WORLD'S FINEST INSULATION"

In the form of

(1) BLUE ASBESTOS SECTIONAL COVERINGS (for Steam Pipes)

(2) BLUE ASBESTOS MATTRESSES
(for Locomotive or Marine Boilers)

(3) BLUE ASBESTOS 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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these concerns are interested financially in so many of the larger consumers. An analysis of the asbestos imports thru the port of Yokohama during the last four months of 1929 showed that one Japanese Company brought in 11,000 bags of crude asbestos and another 6,500 bags. A further 7,000 bags were imported during the same period by a Japanese firm, representing among other companies a Canadian asbestos producer. The question of financing the smaller dealers, who form a large part of the consumers of asbestos, must also be taken into consideration. Importers are obliged to sell to dealers and consumers on sixty to ninety days' credit. The competition between local manufacturers of asbestos products is very keen, their credit terms having recently been extended to 90 and 120 days in an attempt to keep sales up to the usual standard.

The dockyards are large buyers of asbestos, and a fair amount of asbestos and asbestos materials is also sold to the Government arsenals and to the Imperial Government Railways. Asbestos products in appreciable volume are also used in industrial enterprises, especially to acid plants and the like. Of late years the domestic production of pipe coverings, millboard, packings, cloths, yarns, etc., has been concentrated on and developed, with the result that these manufactures have largely replaced those of foreign origin. In this branch of the industry considerable quantities of crude and fibre are used. A list of the chief consumers, with their products, together with their credit standing and the asbestos that is used in their plants, is on file at the Department of Trade and Commerce, Ottawa, and may be referred to by Canadian firms.

The demand for lump powder and fibre runs to about 12,000 tons annually, and this is almost certain to increase year by year as the country becomes industrialized, and the uses to which asbestos products may be put become better known.

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

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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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CONTRACTORS AND DISTRIBUTORS PAGE

WAGE RATES

Since publishing wage rates in our May 1930 number, there have been quite a few changes, as noted by "The Asbestos Worker" the official publication of the International Association of Heat and Frost Insulators and Asbestos Workers. The changes are noted below:

St. Louis, Mo.	$1.50	per hour	(formerly $1.45)
Buffalo, N. Y.	1.50	per hour	(formerly 1.37½)
Los Angeles, Calif.	1.25	per hour	(formerly 1.12½)
Boston, Mass.	1.50	per hour	(formerly 1.37½)
Chicago, Ill.	1.65	per hour	(formerly 1.62½)
Dallas, Texas	1.31¼	per hour	(formerly 1.25)
Montreal, Canada	.85	per hour	(formerly .75)
*Rochester, N. Y.	1.21¼	per hour	(formerly 1.37½)
Kansas City, Mo.	1.21¼	per hour	(formerly 1.15)
Essex & Hudson Co.	1.65	per hour	(formerly 1.50)
Omaha, Neb.	1.32	per hour	(formerly 1.28)
Wilmington, Del.	1.37½	per hour	(formerly 1.25)
South Bend, Ind.	1.20	per hour	(formerly 1.15)
Spokane, Wash.	1.21½	per hour	(formerly 1.12½)
San Antonio, Texas	1.31¼	per hour	(formerly 1.25)
Richmond, Va.	1.00	per hour	(formerly .87½)
Trenton, N. J.	1.37½	per hour	(formerly 1.25)
*Memphis, Tenn.	1.00	per hour	(formerly 1.25)
White Plains, N. Y.	1.65	per hour	(formerly 1.50)
Vancouver, B. C.	1.00	per hour	(not previouly listed)

Note that two (*) cities have decreased the rate.

New locals have been established in the following cities:

Brooklyn Navy Yard	$ .91 per hour
Duluth, Minn.	1.00 per hour
Oklahoma City, Okla.	1.25 per hour

The average wage for asbestos workers in the United States is $1.30; the average wage in Canada, 95c, and the average wage in the Navy Yards, 91 2/3c.

Thirty-eight locals report having adopted the five day week.

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

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Africa (Rhodesia).

	July 1930 Tons (2000 lbs.)	Value		
Bulawayo District				
Recompense 3 (J. S. Hancock)	11.07	£ 138	6	3
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	263.90	5,278	0	0
Gwelo District				
Silver Sheen (C. P. Devitt), adjustment Sept. 1929	.65	7	10	6
Victoria District				
Gath's (R. & Gen. Asb. Corp. Ltd.)	845.15	16,903	2	0
King (R. & Gen. Asb. Corp. Ltd.) ..	451.56	9,031	4	0
	1,572.33	£31,358	2	9
July 1929	*3,585.22*	*£78,188*		

Africa (Union of South).

	July 1929 Tons (2000 lbs.)	Value	July 1930 Tons (2000 lbs.)	Value
Transvaal				
Amosite	849.05	£ 8,747	362.50	£ 3,612
Chrysotile	1,174.50	16,049	1,293.00	19,326
Cape				
Blue	523.62	13,260	437.86	12,806
Natal				
Chrysotile	10.00	150	..	...
	2,557.17	£38,206	2,093.36	£35,744

Canada.

August 1930 ..... 18,353 tons (2000 lbs.)
August 1929 ..... *29,254 tons (2000 lbs.)*

AUTOMOBILE STATISTICS

, Production of motor vehicles for September 1930 in the United States and Canada, totalled 230,888, against 429,729 during the same month last year. August production (1930) was 232,840.

September 1930 production consisted of 186,170 passenger cars and 44,718 trucks (including taxicabs).

While this would not indicate very active sales, it is said that sales for used cars are better than they have been for years.

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Another Asbestos Mail Bag

Almost at the same time that the U. S. Bureau of Standards, under the supervision of the Post Office Department, was conducting experiments on an asbestos mail bag, with a view to adopting it for air mail service, another bag was being tested out by the National Air Transport, Inc., and the Railway Express Agency, at the Municipal Airport in Chicago.

The bag mentioned in our September number, and adopted by the U. S. Post Office Department, was designed, we understand, by the Keasbey & Mattison Company. This bag tested in Chicago, was designed by Johns-Manville Corporation.

The bag tested at Chicago is round, being 13½ inches in diameter by 19 inches high, with a mail compartment 12 inches in diameter by 17 inches high, and is equipped with a lock device in much the same manner as regular mail pouches. The weight of the bag is 20 pounds.

It successfully passed the fire test at the Municipal Airport in Chicago on July 10th, and immediately after the test one of the bags left the airport in actual service with the Railway Express Agency. Thirty of these bags are now in service, used for protecting both mail and express matter from fire.

WANTED: Capable man who thoroly understands manufacture of compressed sheet, packings, gaskets, etc., permanent position. State in confidence experience and salary. **Address Box 11L-N, "Asbestos."**

ITALIAN

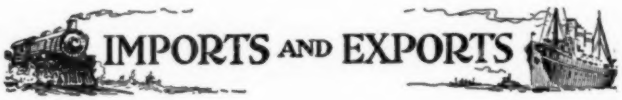
FINE YARNS — CLOTHS — TAPES

ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:— SOCIETA ITALO RUSSA PER L'AMIANTO

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

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Imports Into U. S. A.

Unmanufactured Asbestos.

	September 1929 Tons (2240 lbs.)	Value	September 1930 Tons (2240 lbs.)	Value
Africa (Br. S.)	...	...	143	$ 23,761
Africa (Port. E.)	232	$ 87,763	...	...
Belgium	71	11,395	...	...
Canada	20,469	727,005	15,885	458,687
Italy	31	1,547	...	...
Russia	..	...	1,000	212,850
United Kingdom	..	...	37	10,375
	20,803	$827,710	17,065	$705,673
Tabulation of Crude only:				
Africa (Br. S.)	...	...	143	23,761
Africa (Port. E.)	232	87,763	...	...
Belgium	71	11,395	...	...
Canada	1,075	150,128	206	59,685
Italy	31	1,547	...	...
Russia	..	...	1,000	212,850
United Kingdom	..	...	37	10,375
	1,409	$250,833	1,386	306,671
Other Grades				
Mill Fibre (Canada)	5,749	344,836	5,063	235,012
Lower Grades (Canada)	13,645	232,041	10,616	163,990

Manufactured Asbestos:

	September 1929 Pounds	Value	September 1930 Pounds	Value
Yarn—				
Germany	220	$ 238	2,013	1,074
United Kingdom	...	...	201	183
Fabrics, Woven—				
United Kingdom	1,013	1,253	...	...
Packing, Fabric—				
United Kingdom	...	...	3,561	3,213
Packing, not Fabric—				
Austria	803	770	..	...
Belgium	630	150	..	...
Canada	534	51	50	11
Germany	3,119	1,301	..	...

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	September 1929 Pounds	Value	September 1930 Pounds	Value
Sweden	20	5	..	...
United Kingdom	9,543	4,727	3,761	2,105
Paper, Millboard and Wallboard—				
Canada	...	...	500	29
Brake and Clutch Lining—Woven Fabric — None.				
Brake and Clutch Lining, Molded, Pressed or Formed—				
United Kingdom	...	...	3,626	$ 3,048
Shingles and Slates of Asbestos Cement—				
Belgium	676,501	8,906	64,054	1,343
France	18,716	815	122,324	1,252
Italy	2,357	101	...	...
Netherlands	48,054	627	...	...
Lumber of Asbestos Cement—				
Canada	35,180	1,605	...	...
France	20,192	1,244	...	...
Italy	1,180	34	...	...
Pipe Covering and Asbestos Cement—				
United Kingdom	...	...	18,648	1,377
Other Manufactures—				
Canada	1,014	103	...	...
Germany	...	...	880	20
Italy	306	14	...	...
United Kingdom	...	...	34,542	2,828
	819,382	*$21,944*	*254,160*	*$16,483*
Shingles, Slate, Wood or Lumber—By Districts.				
Florida	245,674	3,242	...	...
Galveston	125,772	1,674	64,054	1,343
Los Angeles	38,116	2,039	122,324	1,252
Michigan	35,180	1,605	...	...
Mobile	73,600	1,062	...	...
New York	5,637	160	...	...
New Orleans	152,247	1,765	...	...
Philadelphia	45,954	602	...	...
Rhode Island	80,000	1,183	...	...
	802,180	$13,332	186,378	$2,595

Exports from U. S. A.

Exports of unmanufactured asbestos during August[1] 1930, amounted to 19 tons, valued at $3,913 as compared with 157 tons, valued at $14,850 during August 1929.

Exports of manufactured asbestos goods:

	August[1] 1929 Pounds	Value	August[1] 1930 Pounds	Value
Paper, Mlbd. & Rlbd.	29,839	$ 4,910	129,469	$10,188
Pipe Covg. & Cement	528,007	30,180	368,181	17,206

[1] One mo. behind imports.

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	August 1929 Pounds	Value	August 1930 Pounds	Value
Textiles, Yarn & Packing.	185,029	87,382	134,820	70,681
Brake Lining	562,281[2]	127,408	538,804[2]	112,452
Magnesia & Mfrs. of	434,940	30,050	437,612	27,851
Asbestos Roofing	11,595[3]	43,059	6,043[3]	21,225
Other Manufactures	418,706	44,058	607,641	40,845

[2] Lineal feet. [3] Squares.

Exports of Raw Asbestos from Canada.

	September 1929 Tons (2000 lbs.)	Value	September 1930 Tons (2000 lbs.)	Value
United Kingdom	290	$ 26,625	300	$ 19,125
United States	7,415	449,406	5,511	306,657
Australia	151	15,065	6	300
Belgium	342	27,612	1,599	118,919
Denmark	45	2,925	...	...
France	329	18,200	162	12,406
Germany	1,199	113,327	378	30,778
Italy	140	22,080	240	22,550
Japan	1,059	53,570	1,143	59,343
Mexico	25	1,625	...	...
Netherlands	...	...	55	2,585
	10,995	$730,435	9,394	$572,663
Sand and Waste—				
United Kingdom	350	8,750	360	9,000
United States	12,845	219,526	11,251	156,060
Australia	10	250	...	...
Belgium	90	2,250	122	3,022
France	60	1,125	60	1,440
Germany	430	10,750	120	2,640
Italy	...	...	55	1,375
Japan	15	250	...	...
Netherlands	...	...	144	3,600
	13,800	$242,901	12,112	$177,137
	24,795	*$973,336*	*21,506*	*$749,800*

Imports and Exports by England

Imports of Raw Material.

	September 1929 Tons (2240 lbs.)	Value	September 1930 Tons (2240 lbs.)	Value
From Rhodesia	630	£27,013	888	£34,573
From Canada	462	7,499	675	7,920
From Other Countries	1,397	37,506	322	5,836
	2,489	72,018	1,885	48,329
Re-shipments	61	2,285	50	2,156

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ASBESTOS

	September 1929 Tons (2240 lbs.)	Value	September 1930 Tons (2240 lbs.)	Value
Exports of Asbestos Manufactures.				
To Netherlands	78	6,283	84	4,804
To France	38	4,343	41	5,544
To United States of America	6	1,547	11	2,269
To British India	475	12,460	669	12,558
To Australia	73	6,462	36	4,716
To Other Countries	1,816	68,220	1,241	59,097
	2,486	£99,315	2,082	£88,988

FREIGHT CAR LOADINGS

Freight car loadings continue to be rather discouraging, when compared with either 1928 or 1929.

	1930	1929	1928
Four weeks in January	3,349,424	3,571,455	3,448,895
Four weeks in February	3505,962	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
Five weeks in August	4,670,368	5,600,706	5,348,407
Four weeks in September	3,725,243	4,542,289	4,470,541
Four weeks in October	3,817,786	4,679,411	4,703,882
Total	38,976,434	44,599,437	42,928,644

ASBESTOS STOCK QUOTATIONS

	Par	Div.	October 1930 High	Low	Last
Asb. Corp. (Com.)	np	–	¾	¼	¼
Asb. Corp. (Pfd.)	100	7	3	1	1
Carey (Com.)	100	8	220	205	205
Carey (Pfd.)	100	6	111	111	111
Certainteed (Com.)	np	–	5¼	4	4½
Certainteed (Pfd.)	100	7	20½	20	20
Garlock Packing (Com.)	np	–	18½	15¼	16⅛
Garlock Pkg. (6s Deb. 1939)	100	6	99	96½	97
Johns-Manville (Com.)	np	3	79½	64½	68½
Johns-Manville (Pfd.)	100	7	123	120¼	123
Raybestos-Manhattan Inc. (Com.)	np	–	24½	19¾	20
Ruberoid (Com.)	np	4	43¾	41⅛	42⅞
Thermoid (Com.)	np	–	10⅞	5½	5½
Thermoid (Pfd.)	100	7	69	59½	60
Thermoid (6s 1934)	100	6	89	82	82½

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NEWS OF THE INDUSTRY

Birthdays. The following gentlemen celebrate their birthdays during the coming thirty days. We extend to each our best wishes and hearty congratulations. Robert J. Stokes, President, Thermoid Rubber Company, Trenton, N. J., whose birthday date is November 23rd; F. R. Anderson, Vice President and Treasurer, Sall Mountain Co., Chicago, Ill., November 24th; Alvin C. McCord, President, McCord Mfg. Co., Wyandotte, Mich., November 24th; S. J. Gillis, Asst. Secretary and Manager of Marine Sales, Plant Rubber & Asbestos Works, San Francisco, Calif., November 26th; John J. Krez, President Paul J. Krez Co., Chicago, Ill., November 26th; Alfred E. Hermes, Secretary-Treasurer, Acme Asbestos Covering & Flooring Company, Chicago, Ill., November 27th; John W. Latchum, President, American Insulation Company, Philadelphia, Pa., November 28th; S. P. Moffit, General Sales Manager, Eternit Sales Division, Ruberoid, Company, 95 Madison Avenue, New York City, November 29th; R. E. Kramig, Senior Partner, R. E. Kramig Co., Cincinnati, O., November 29th; C. A. Wright, General Manager, Plant Rubber & Asbestos Works, San Francisco, Calif., December 4th; Kenneth MacLellan, Managing Director, George MacLellan & Co., Ltd., Glasgow, Scotland, December 18th; R. M. Bryan, President, Asbestos Spinning & Weaving Corporation, New York City, N. Y., December 8th; Peter MacLellan, Sr., Chairman of Directors, George MacLellan & Co., Ltd., Glasgow, Scotland, December 15th.

Geo. MacLellan & Co., Ltd., W. A. White, London Manager of Geo. MacLellan & Co., Ltd., rubber and asbestos manufacturers of Glasgow, passed away on Friday, October 3rd, at the age of 56.

The Ruberoid Company, according to current news, has appropriated $300,000 for advertising during 1931.

Simmers & Jessup, distributors of pipe and boiler coverings, 12302 Cloverdale Avenue, Detroit, Mich., suffered a fire in their plant on October 13th, and as usual newspapers played up the idea that an asbestos plant was the victim of fire.

In commenting on the newspaper notices, one of the executives says that they opened up the plant with complete stock on November 3rd and hope that their business will soon be back to normal. "The report of the fire," says this official, "was certainly exaggerated, but damage by water overlooked."

John Hill & Co., Wagstaff Bros., Ltd., handlers of asbestos, rubber, leather goods, etc., at 2 Sheppy Place, E. C. 3 London, was placed in the hands of receivers during September.

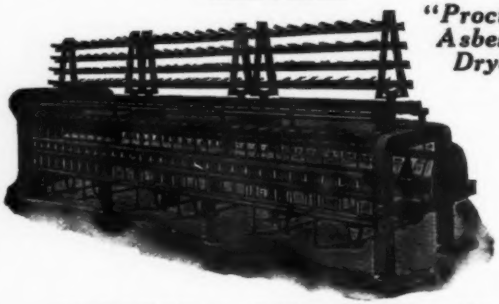
Russell Manufacturing Company, of Middletown, Conn., has recently increased its sales force by the addition of four men,

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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.

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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reporting that these additions were made necessary because of increasing demand for Rusco products. These men are Ralph W. Kimberley, factory sales representative in Buffalo and vicinity; Edward LeJambe, junior salesman in the Toronto district; Henry A. Myers, junior salesman in the Hamilton, Ontario district; and George E. Simmons in the Utica, N. Y., district.

Geological Survey Bulletin, No. 16, issued recently by the Geological Survey of Southern Rhodesia, Africa, treats of The Geology of the Chromite and Asbestos Deposits of the Umvukwe and Mazoe Districts. It was written by F. E. Keep, D. Sc., Assoc. Inst. M. M., A. M. Inst. P. T. The chapters devoted to the subject of asbestos are Manner of Occurrence of the Asbestos; Origin of the asbestos; Asbestos Milling at the Ethel Mine; Summary and conclusions regarding asbestos.

Croft Asbestos Mine. Some changes in the staff of the Croft Asbestos Mine in the Filabusi District, Rhodesia. are reported by the South African Mining & Engineering Journal. H. de Beer, the engineer, has been transferred to the big Amianthus Mine at Barberton; H. Martin has gone to the Regina and J. O'Hara is relieving Frank Heap in the office.

Pangani Asbestos Mine, Rhodesia. A change of policy has occurred at this mine, it having been decided to concentrate on the main quarry where some 20 boys will be employed under the supervision of J. Minogne. U. P. Gullick of the Australian office of the Company has been appointed Manager.

Majestic Asbestos Mine, Ltd., Victoria, Rhodesia. At a meeting of shareholders it was resolved to place the Company in voluntary liquidation.

Munnik Myburgh Asbestos (Kaapsche Hoop) Limited, Johannesburg. The annual report of this firm, for year ending June 30, 1930, shows a net profit for the year of £9,746 2s. 9d., which, together with the credit balance at June 30, 1929, makes £18,632 3s. 3d. Against this the following amounts have been appropriated:

Depreciation	£1,261	3	1
Company Tax	5	0	0
Income Tax, Bal. for 1929 and Reserve for 1930	1,112	14	0
Dividends, Nos. 1 and 2 of 2½% each	6,125	0	0

a total of £8,503 17s. 1d., leaving a balance of £10,128 6s. 2d.

Development at the mine is reported as having been satisfactory. Owing to the world depression it was found necessary to accept slightly lower prices for certain grades of asbestos, but it is said the bulk of the output is still being sold at satisfactory prices and there is a steady demand. The Directors have recommended a final dividend of 6d. a share, equal to 2½%, to be paid in respect to the financial year ended June 30, 1930, which would leave a net credit balance to be carried forward of £7,065 16s. 2d.

Johns-Manville Corporation reports for quarter ended September 30th, net profit of $1,202,867 after depletion, depreciation,

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federal taxes, etc., against $2,483,300 in the third quarter of 1929. Nine months' net was $2,943,027, against $5,522,396 in 1929.

George E. Halladay, formerly factory manager at the Manville factory, has been transferred to the staff of S. A. Williams, vice president in charge of factories and mines.

A. R. Fisher, formerly assistant to Mr. Halladay at Manville, has been appointed factory manager for the Manville operations.

The Baltimore Office was recently moved to the Baltimore Trust Building, which is the newest and largest building in Baltimore.

The Boston Office was moved on October 1st from 55-61 High Street, to new quarters in the 75 Federal Street Building, located at 75 Federal Street, Boston, Mass. The old quarters had been occupied for 24 years. In the new quarters, located on the 9th floor of this beautiful and modern building, which has just been completed, the ceilings are treated with J. M. Sanacoustic Tile and the floors laid with J. M. Type "A" Asphalt Tile Flooring, making a very quiet office, and described by one of the force as a wonderful improvement over the old quarters.

The Thermoid Company. R. J. Stokes, President of the Thermoid Company, in a recent letter to the stockholders, announces the declaration of regular quarterly dividend of $1.75 on the preferred stock, payable November 1 to stock of record October 15, and states that despite the general business depression sales of Thermoid Company since the turn of the past year have been progressing satisfactorily. Business has, of course, declined as compared with a year ago but the preliminary figures show a profit for the third quarter.

Sales of the Southern Asbestos Company, a subsidiary company, showed an increase of 85% in September over the preceding month.

Merritt Cooke, of Brooke, Stokes & Company, Philadelphia, has been elected a director of the Thermoid Company.

The Southern Asbestos Company has introduced 21 new products during the past year, which will enable the company to offer a more complete and well rounded service and should add considerably to its gross business.

Hubert H. P. Trist & Company, manufacturers of "Top-Dog" Brake and Clutch Linings, have recently built an entirely new plant and installed the latest machinery at Brislington, Bristol, England, for the manufacture of all friction lining materials.

Russell Mfg. Company, has appointed Myron E. Benn, who has been with the company for the past eight years, service manager in charge of the Rusco branch at 559 Whitehall Street, Atlanta, Ga. Mr. Benn entered the service department of the Russell Mfg. Company in 1922 in the Chicago Office. Three years later he became assistant manager of the Chicago division and later of the Detroit division. During the last two years he has been assistant to the General Service Manager at the factory at Middletown. He will make his home in Atlanta where he has already taken up his new duties.

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PATENTS

Gasket. 1,776,140. Granted on September 16th, to George T. Balfe, assignor to Detroit Gasket & Mfg. Co., Detroit, Mich. Filed January 13, 1930. Serial No. 120,331.

Description upon request. No asbestos mentioned in description.

Mineral Fibrous Material and Process of Manufacture. No. 1,776,740. Granted on September 23rd, to Edgar S. Ross, Pittsburg, Pa., assignor to Philip Carey Mfg. Co. Filed February 24, 1926. Serial No. 90,428.

Described as the process of manufacturing an artificially colored article composed in part of asbestos fibres which comprise mixing dyed asbestos fibres with a liquid binder, removing the surplus liquid from said mixture and then forming the mixture to the desired shape, the dye in said fibre being of such character that it will impart to said binder a similar color thruout.

Heat Insulating Panel. No. 1,776,610. Granted on September 23rd, to Bernard R. Andrews, Braintree, Mass. Filed February 1, 1930. Serial No. 425,136.

Described as a heat insulating panel for use in building heat insulated walls, comprising a metal envelope and a filling of heat insulating material enclosed within said envelope. Said envelope being formed with a zone adjacent the outer marginal portions of the face thereof which is subjected to heat, in which the total cross sectional area of the metal of the envelope is considerably less than that of the envelope adjacent said zone whereby the capacity of the envelope to conduct heat from one face to the other of the panel is correspondingly reduced.

Brake Band Drilling Attachment. No. 1,778, 579. Granted on October 14th, to Edwin G. Bartel, Duluth, Minn., assignor of one half to George B. German, Duluth. Filed March 22, 1927. Serial No. 177,454.

Description upon request.

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 trade mark our readers may contemplate adopting).

Hydro. Serial No. 303,239. Raybestos-Manhattan, Inc., Passaic, N. J., and Bridgeport, Conn. For brake and clutch linings containing asbestos fibre. Passed on October 28th.

Plastorene. Serial No. 304,509. Morene, Inc., New York City. For coating composition comprising at least partially set cement, sand, a pigment base and asbestos pulp in substantially permanent suspension in an oily medium comprising mineral and vegetable oil, which composition is used to cover walls and

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other surfaces in buildings a substitute for plaster and paint. Passed on October 28th.

Vel-coe. Serial No. 305,587. Raybestos--Manhattan, Inc., Passaic, N. J. and Bridgeport, Conn. For brake lining.

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

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

at Philadelphia, Penna. (Name of post office and state.) for October 1 (State whether for April 1 or October 1.) 1930.

State of Pennsylvania, County of Philadelphia } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. S. Rossiter, who, having been duly sworn according to law, deposes and says that he is the Editor (State whether editor, publisher, business manager, or owner.) of the "ASBESTOS" (Insert title of publication.) and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

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

	Name of—	Post office address—
Publisher	Secretarial Service	1701 Winter St., Phila., Pa.
Editor	A. S. Rossiter	Blue Bell, Pa.
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Business Managers	None	

(If there are none, so state.)

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

C. J. Stover	130 Summit Ave., Jenkintown, Pa.

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

None

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

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

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

Sworn to and subscribed before me this 24th day of Sept — 1930

[SEAL]

Jean-Baptiste Lutz
(My commission expires March 2, 1931)

Form 3526.—Ed. 1916.

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

Asbestos Magazine, 1930, November 1930 Published by AsbestosClaims.Law
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THIS AND THAT

The Quebec Bureau of Mines had a large display of asbestos ore and asbestos finished products at the Canadian National Exhibition, Toronto, Ontario, held in September.

40,000 service stations sell Rusco products manufactured by the Russell Manufacturing Company at Middletown, Conn.

Note the photograph on page 2. In what respect is your firm, its plant or other of its possessions different from others in the same line? Let us have the facts and figures for publication, with photograph if possible.

So far we have received only two stories of the stopping of fire by asbestos products. Send these in promptly—the more the better.

The French are said to have put on the market a mineral wool possessing high insulating qualities. The material, it is claimed, resists temperatures up to 2,732° F., has a density of 0.22 and a coefficient of conductibility of 0.05 and 0.06 for temperatures ranging from 392 to 572° F. The material is called "Reforme". If any of our readers are familiar with this product we would be glad to have further details.

Advertisers desiring a holly (red and green) border around their December advertisements should write us promptly for prices on the color work.

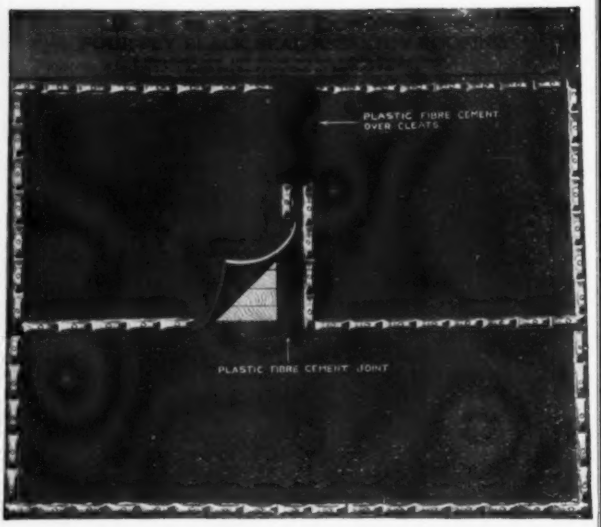
Mrs. White—Who is your favorite author?

Mrs. Black—My husband.

Mrs. White—Your husband! Why I wasn't aware he had written anything.

Mrs. Black—Oh yes, he writes cheeks.

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