ASBESTOS

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

CHRISTMAS
NUMBER
1930





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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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CONTENTS

	Page
The Better Christmas	3
This Russian Situation	4
Death of Well Known Magnesia Engineer	14
The Asbestos Industry	16
Foreign Trade of the Soviet Union	22
A. S. Runacres Will Sell Russian Asbestos	24
Fact and Fancy	
Another Synthetic Asbestos	26
"Asbestos" as a Christmas Gift	26
Additions to the List of Asbestos Products	28
The New Asbestos Motion Picture	28
Brake Clinics	28
Market Conditions	32
85% Magnesia Stands Extreme Conditions	38
Discrepancies in Statistical Figures	40
Selling the Pessimistic Prospect	42
Contractors and Distributors Page	
Let's Think About Merchandising—The Theory	44
Asbestos Stock Quotations	47
Automobile Statistics	47
Production Statistics	48
Imports and Exports	49
News of the Industry	52
Patents	58
This and That	59

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ACL Doc 12182 · Page 3 of 65 asbestosclaims.law/library/12182/3

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 4 of 65



Photo by Alan Yates, Pretoria.

New Amianthus Mines, Kaapsche Hoop, Transvaal, Africa, owned by Turner & Newall, Ltd. The photo gives an idea of the "lay of the land."

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The Better Christmas

Christmas in 1930 will, to many, be rather different from other Christmases in the past.

The business depression, the unemployment situation, will make many less lavish in their spending and —some may not be able to spend at all, except for daily necessities.

Perhaps we will have a simpler Christmas this year. One in which the thought is considered rather than the gift.

Perhaps commercialism may disappear to some extent, and goodwill, and real heart happiness take its place.

And those of us who have money to spend, should remember our neighbor who has none. There will be more and larger calls on the purses of those of us who **have** this year, for the purpose of helping those who have not.

Let us give cheerfully and willingly, so that all may have at least some measure of happiness, and by so giving we will all have

A Merry Christmas
and
A Happy New Year

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 5 of 65
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This Russian Situation

Editor's Note: We have tried to present in the following, the facts as far as we can ascertain them, concerning the Russian situation as it applies to the Asbestos Industry. Remember we present facts, not opinions. Each member of the Asbestos Industry is asked to draw his own conclusions—indeed there will probably be as many opinions as there are members of the Industry, each viewing the situation from his own particular angle.

Russia, before the war, ran second to Canada in production of Asbestos. During the war her production naturally dropped; afterwards it gradually increased until in 1927 the production is given as 24,000 to 26,000 tons (depending upon the source of the figures). The following table compares the production of Canada, Russia, Rhodesia and South Africa for the period mentioned, that is from 1912 to 1927.

	Canada	Russia	Rhodesia	South Africa
1912	136,301	18,463	0	1,220
1913	161,086	19,049	290	961
1914	117,573	16,792	487	1,190
1915	136,842	8,955	2,010	2,138
1916	154,149	8,955	6,157	4,655
1917	153,781	577	9,562	8,666
1918	158,259	505	8,574	3,144
1919	159,236	4,477	9,799	4,011
1920	199,573	1,841	18,823	7,112
1921	92,761	6,875	19,529	5,122
1922	163,706	5,417	14,249	4,388
1923	231,482	8,751	20,364	8,392
1924	225,744	9,313	26,140	7,234
1925	273,524	13,090	34,349	10,161
1926	279,403	19,789	33,344	14,096
1927	274,778	23,699	33,175	22,133

Ton—2000 lbs.

In October 1928 the Soviet Government began its Five Year Plan, a Plan which, to quote H. R. Knickerbocker,[1] has as its specific objectives "double power oil, coal and steel production, triple metal production, quad-

[1] Public Ledger Foreign Service, whose articles are running in the Philadelphia Public Ledger and the New York Evening Post, and to whom credit is given for much of the information contained in this article.

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ACL Doc 12182 · Page 6 of 65 asbestosclaims.law/library/12182/6

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Track Insulation and Water-Proofing
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ACL Doc 12182 · Page 7 of 65
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ruple machine production—in short to multiply at least by two the total output of all industry and collectivize all farms."

In 1927, the production of Asbestos by "Uralazbest" is given by Mr. Knickerbocker as 26,000 tons; in 1929 it was 56,000 tons. This production must be multiplied by five to reach the figure of the plan. Thirteen thousand men are said to be working in seven hour shifts, mining 10,000 tons of rock a day. The asbestos mills also run night and day. Fourteen new electric shovels are on their way to the mines and 200 ten ton cars. Forty million rubles are being spent in the next twelve months on plant and equipment. Three new mills, each larger than any other in the world are scheduled. An electric power plant of 36,000 KWH capacity is under construction.

What is to be done with this vast production? The Plan of the Soviet Government, we understand, is to use some portion of it, the quantity depending very probably on the quantity which can be used by the asbestos manufacturing plants which will undoubtedly be established within its boundaries. If the U. S. S. R. is to be a self-sustaining nation, it will have to erect plants to manufacture such articles as brake lining for automobiles and machinery of various sorts, gaskets, etc.

For instance we read that the Soviet Automobile Trust has made a contract with Henry Ford on the following terms: For the sum of $30,000,000 Ford has agreed to furnish the Trust with full sets of plans and specifications for his automobiles, to furnish them with 74,000 complete sets of parts for assembly, to furnish engineers to start the plant in operation, and to permit the Soviets the privilege of sending to Dearborn a certain number of engineers to study in his plants. More than a hundred are said to be already there. During the first two years of operation the Nijny plant (the Soviet Automobile plant is located at Nijny) will produce no parts at all, but assemble cars from parts furnished by Ford. During the third year 50 per cent of the parts used will be produced in the plant; in the fourth year 75 per cent; and from then on the plant will turn out

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complete cars from its own manufacture. At the time of signing the Ford contract the plant's capacity was fixed at 100,000; a few months later it was jumped to 140,000, annually.

The Nijny plant should reach capacity in 1933. Together with two other Soviet automobile factories now in existence, one in Moscow and the Jaraslawl plant, the total production in 1933 of automobiles in the Soviet Union should reach 200,000 according to the Plan, but the Soviet Tractor and Automobile Trust is already talking of the necessity of attaining a production by 1938 of 8,000,000 cars a year.

Undoubtedly the Soviet Government will endeavor to supply as soon as possible its own brake lining; its own gaskets, etc., of asbestos, for use in these plants, as well as in other plants which will be erected.

So far as we can learn there are at present practically no asbestos manufacturing plants of any consequence, in the U. S. S. R., and the Soviet Government is at present disposing of its asbestos production, and of other raw materials, by shipping to other countries, for the purpose of establishing credit in those countries, with which to purchase vast supplies of machinery and other manufactured products.

According to statistics published regularly in our pages, recent imports of Crude Asbestos by the United States from Russia, have been as follows:

September	1,000 tons	(2240 lbs.)
October	1,641 tons	(2240 lbs.)

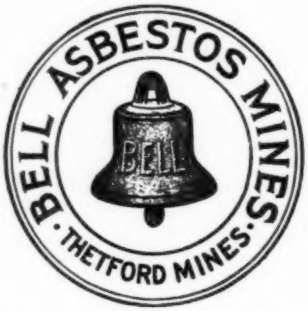
You will read in this same issue that the Soviet Government has employed A. S. Runacres to handle the sales of its raw asbestos in European countries.

The Soviet Government has approached manufacturers in various industries, offering to pay large sums of money for the privilege of placing its engineers in manufacturing plants, so that they may learn the business from the ground up, and become familiar with patents, processes, methods, etc. Some United States manufacturers have accepted these offers (Ford's contract has been outlined above). Such offers have been made to some of the asbestos manufacturers, including manufacturers of brake

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ACL Doc 12182 · Page 10 of 65 asbestosclaims.law/library/12182/10

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ACL Doc 12182 · Page 11 of 65 asbestosclaims.law/library/12182/11

lining, and at least one manufacturer of asbestos brake lining has accepted, Soviet engineers being at present working in the plant. It is probable that similar offers have been made to European manufacturers.

The cost of transportation from Russia, laid down in New York, is given, by what we understand to be an authoritative source, as $7.50 per ton. The cost of transportation from Canada, laid down in New York, is $11.20 per ton for Crudes (long fibres $10.20; short fibres $6.40). From Rhodesia or South Africa, from seaboard to New York the cost of transportation is $15.00 per ton.

This low transportation cost, combined with lower labor costs in Russia, makes it very easy for the Russian material to be sold at prices which are very much lower than the prices being at present asked by Canada. Likewise European manufacturers will most likely be able to purchase Russian material at much lower prices than they can purchase Canadian or African.

So far the U. S. importations from Russia have been of Crudes only, but it is promised by those in touch with Russian asbestos authorities, that lower grades of fibres, even down to and including paper stock, can be sent over to the United States by the U. S. S. R. at prices which will greatly undersell the present Canadian material, and if this is the case undoubtedly they can be sold in Europe at prices very favorable to the European manufacturers.

Russia has been spending tremendous amounts in the United States for machinery and other supplies which at present she cannot furnish from her own resources, but, in spite of her large exports of raw materials to the United States, the U. S. Department of Commerce reports, recently, that Russia has an unfavorable trade balance. Official Russian figures give the importations from Russia during the last six months as $260,000,000 against exports to Russia from the United States of $249,652,000.

These are the important facts in the Russian situation. There are several serious questions which must be considered.

1st. What effect will large importations of Asbestos

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 12 of 65 asbestosclaims.law/library/12182/12

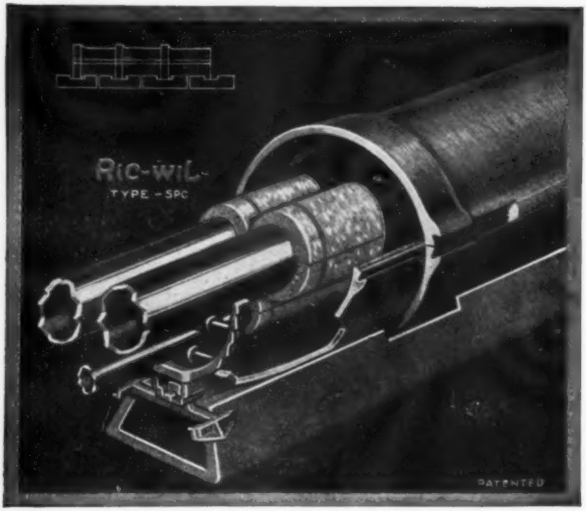
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from the U. S. S. R. have on the Asbestos Mines in Arizona, which mines are at present almost entirely closed down because Canadian asbestos is plentiful and, for Canadian fibre, cheap?

2nd. Will large importations of asbestos from Russia tend to demoralize the asbestos manufactured goods markets in the United States, a market which is at present fairly stable? How will similar importations into European countries affect the asbestos manufactured products markets there?

3rd. How will importation of large quantities of asbestos from Russia affect the Canadian Asbestos Industry, in which industry several large manufacturers of Asbestos Products in the United States are financially interested? And how will an influx of Russian asbestos into Europe affect the African Asbestos industry in which English firms are similarly interested?

4th. Will the Russian material compete to any extent with the Cyprus material, which latter is produced only in short grades?

5th. Will the continued purchase of large quantities of machinery by Russia (continued until she is able to produce her own) offset any bad effects which may attend the continued shipping of Russian Asbestos and other Russian materials to the United States? Similarly the question applies to Europe.

6th. Will cheaper Asbestos tend to increase the use of asbestos to an extent that what would now be considered as over production, would be taken care of? Some claim that mass production in any industry will have a tendency to increase sales. What is your opinion on this point?

7th. How will cheaper asbestos benefit those countries which do not produce it and which are forced to purchase their supplies from other countries? How much benefit will those manufacturers who are not interested in Asbestos Mines, derive from cheaper asbestos?

8th. When Russia does become self-sustaining, will she use her raw materials and her manufactured products for her own people only, or will she create a surplus pro-

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 15 of 65 asbestosclaims.law/library/12182/15

duction of automobiles, steel, asbestos goods, and thousands of other articles, which she will have to dispose of in the United States, European and other markets, and which, very probably, she can export to those countries at prices which will undersell domestic made goods. In other words, are the various countries helping Russia establish factories for the manufacture of products which Russia will eventually ship into those countries to compete with domestic made goods?

We here in America find it very difficult to view this situation from a world standpoint, and would welcome the opinion of readers, in England, in Germany, in Italy, in Japan, in America, and every other country where asbestos is produced, purchased or sold.

Death of Well Known Magnesia Engineer

Many in the Magnesia Industry will remember Wilford Sharp Griffiths, and his brilliant engineering ability.

Mr. Griffiths was superintendent of the Keasbey & Mattison Company plant at Ambler, Pa., for some years. Later he superintended the construction of the large magnesia plant at Plymouth Meeting, Pa., now owned by the Philip Carey Mfg. Company of Cincinnati. Then he erected the plant for the Ehret Magnesia Mfg. Co., at Port Kennedy and afterward became president of the Merion Magnesia Co. at Valley Forge, which latter plant has not been operative for some years.

Mr. Griffiths died at his home, Belvoir avenue, Plymouth Township, on Friday, November 21st, after a long illness.

He was originally from northern New Jersey, where his father, Thomas Griffiths was a Baptist clergyman. He was a brother of T. A. Griffiths, for many years superintendent of the Plymouth Meeting Magnesia Plant, now working for the Philip Carey Company in St. Louis, Mo.

WANTED—Technical man, wide experience preparation of Asbestos fibres and in production Asbestos cement moulded products seeks connection. **Address Box 12P-B, "ASBESTOS."**

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The Asbestos Industry of the United Kingdom

(Being excerpts from an article appearing in the November 24th issue of Commerce Reports, published by the U. S. Department of Commerce.)

Since 1876 more than $33,000,000 has been invested in the British asbestos industry, which now furnishes employment for about 9,000 persons, consumes annually about 60,000,000 pounds of the basic raw material and produces goods to the value of about $28,000,000 each year.

Canada is the greatest producer of raw and waste asbestos, the United States is the largest consumer, and the United Kingdom is the leading exporter of asbestos manufactured goods. The rapid expansion of the British industry is indicated by the fact that since 1924 the consumption of raw and waste asbestos has increased 70 per cent in volume and 154 per cent in value.

In 1928 the United States, the largest consumer of asbestos, took 54.4% of the total world output or 230,620 short tons; the United Kingdom consumed in that year, 7.2% of the total or 30,404 short tons. The next largest consuming countries were Belgium, Japan, Italy, Czechoslovakia and Canada.

An estimate of all British asbestos manufactures during 1929 placed their value at $28,163,000—the output of 57 factories, employing 7500 persons, whose wages totalled $4,556,000.

Plants in the United Kingdom had a total horsepower of 14,450, consumed raw materials worth $12,368,700, to which $15,795,000 was added by manufacture and had a net output of $2,106 per employee. (Compared with an output of $3,836 per employee in the United States.)

The United Kingdom exports about one fourth by value of its output of asbestos manufactures (compared with less than 10% of United States output sold in foreign markets).

The chief British export markets for asbestos pro-

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ACL Doc 12182 · Page 18 of 65 asbestosclaims.law/library/12182/18

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ducers are India, France, Australia, the Netherlands, Belgium, Argentina, the Union of South Africa and the United States.

About 98 per cent of the total British output of asbestos goods is produced in 57 factories, the most important centers of manufacture being Glasgow, London, Manchester and Newcastle-on-Tyne. In the Manchester area which includes Rochdale, there are at least 10 of the largest factories.

Turner & Newall, Ltd., with head offices and three factories at Rochdale in Lancashire, controls 20 of the largest and most important of the asbestos manufacturing plants in the United Kingdom. Considering all known facts it seems reasonable to assume that at least 75% of the total British output of asbestos manufactures is produced by Turner & Newall (and its recently acquired companies) and that it accounts for perhaps 80 or 85 per cent of the total exports of finished products and imports of raw materials.

There are 34 independent companies in the United Kingdom manufacturing asbestos goods as the chief or an important branch of their business and these firms have 37 factories.

The capital invested in the asbestos manufacturing industry in the United Kingdom is £6,863,941, equivalent to $33,358,753.

Approximately 95%, by both volume and value, of the raw asbestos imported by the United Kingdom is supplied by British countries. In 1928, of imports amounting to 30,307 long tons and valued at £933,486, about 44% came from Rhodesia, 28½% from the Union of South Africa, 21½% from Canada, with small amounts from Cyprus and Kenya (East Africa), United States, Germany, Italy, and Russia.

More than 50% of the British receipts of raw asbestos enters the country thru London, and about 45% is received at Manchester and Liverpool.

Practically every kind of asbestos product is manufactured at one or more British factories.

As a large number of asbestos products are used for industrial and commercial purposes the demand has been

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ACL Doc 12182 · Page 20 of 65 asbestosclaims.law/library/12182/20

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Arizona Crude
Italian Crude
Canadian Crude
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Canadian Shingle Fibre
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ACL Doc 12182 · Page 21 of 65
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reduced noticeably by the industrial depression of the past several years in Great Britain. On the other hand, there has been a considerable increase in the requirement for asbestos building materials and such products as brake and clutch linings, since building activity is progressing and the automotive industry continues to expand.

The St. Louis Road Show will contain a large and attractive exhibit showing plastic models of Rusco products.

One of the features of the exhibit will be Roldak Brake Lining, made by the Russell Mfg. Company, which is said to be unique in that it is the only lining on the market which fits itself exactly to the slight variations in shoes or drum. This is possible because it is self moulding and is cured in actual position on the brake after it is applied. Samples showing the before and after effects on the lining will be given out at the show.

The Thermoid Rubber Company of Trenton, N. J., has recently put on the market a new heavy duty radiator hose, designed to give exceptional wear. It is, of course, more expensive than the lighter weight hose, but in spite of that fact, sales on it have been phenomenal, especially for these dull times. Perhaps the buyer is not always interested in price, but gives quality some thought too.

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ACL Doc 12182 · Page 23 of 65 asbestosclaims.law/library/12182/23

Foreign Trade of the Soviet Union

In the November 24th issue of Commerce Reports, published by the U. S. Department of Commerce, appears an article under the above title, the figures given in the article having been taken from the magazine Soviet Trade published in Moscow.

Since Soviet Trade is claiming so much attention in all parts of the world at the present time, our readers will probably be interested in the information given below, which has been extracted from the article in question. We will be glad to lend the entire article to anyone interested, or it can be obtained by applying to the nearest branch of the U. S. Bureau of Foreign & Domestic Commerce, which has offices in all of the larger cities of the United States.

The information given covers the first six months of the Russian year, viz: October to March. The ruble is calculated as being worth $0.5146.

During the period from October 1928 to March 1929, Russia exported 2,196 metric tons (2420.6 short tons) of Asbestos valued at 608,000 rubles, ($312,876.80). During the same period in 1929-1930, 2,955[1] metric tons (3257 short tons of Asbestos valued at 961,000 rubles, ($494,-530.60) were exported.

Of particular interest is the table showing distribution of Soviet foreign trade over all frontiers.

(In millions of rubles)

	Oct. 1928-Mar. 1929		Oct. 1929-Mar. 1930	
	Exports	Imports	Exports	Imports
Austria	2.6	7.2	2.9	7.9
England	82.3	17.5	102.8	40.5
Belgium	5.9	2.1	11.1	3.5
Czecho-Slovakia	2.5	8.3	2.8	12.2
Germany	89.1	90.8	111.5	110.9
Holland	10.4	.4	15.7	2.5
Italy	13.8	4.3	22.8	4.7
United States	16.7	51.6	20.0	128.1
Finland	1.5	4.8	1.3	5.4
France	21.5	13.9	21.0	14.2
Japan	3.7	1.6	9.3	6.8

[1] This figure does not include the month of February, as the magazine Soviet Trade omitted to publish the quantity data for that month.

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ACL Doc 12182 · Page 24 of 65 asbestosclaims.law/library/12182/24

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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.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 25 of 65 asbestosclaims.law/library/12182/25

We are not giving this table in its entirety, but cover only those countries of most interest to asbestos firms. The figures represent all commodities.

Note that figures for Canada are not given. The original tabulation may include Canada under the designation "All others", but no separate figure is published.

The greatest increase in imports over the previous year is shown in those from the United States, a gain of 148 per cent, accounted for by a $33,000,000 increase in purchases.

A. S. Runacres Will Sell Russian Asbestos

A. S. Runacres, who is well known to a great many of our readers, particularly on the Continent of Europe, in his capacity as Director and Sales Manager of the Cyprus Asbestos Company Limited, has recently accepted the invitation of the Soviet Government to act as their adviser and take charge of sales of Russian Asbestos for the Continent of Europe.



Mr. Runacres, who has been with the Cyprus Asbestos Company for seven and a half years, took over his new duties on December 1st, his offices being located at Mangenexport, 68a, Unter den Linden, Berlin, N. W. 7.

The Soviet Government intends to bring Russian Asbestos once more into the front rank, and Mr. Runacres will travel Europe extensively with this end in view.

A full range of samples and all particulars as to prices and deliveries of Russian asbestos of all grades can be obtained from Mr. Runacres at the above address.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 26 of 65 asbestosclaims.law/library/12182/26

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.

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 27 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/27

FACT AND FANCY

Another Synthetic Asbestos.

On top of all the present troubles of the asbestos producer, comes an announcement by Julius Dettwiler, a South African scientist, of the discovery of processes by which unmarketable oranges, lemons and grapefruit can be converted into synthetic bitumen, and the bitumen further converted into synthetic asbestos. Our information comes from Johannesburg.

It would seem as tho Mr. Dettwiler did not know the resources of his country overly well, as just at present there is more natural asbestos in Africa than the owners know what to do with.

The processes by which Mr. Dettwiler accomplishes the miracle are secret, but it is known that the ingredients for synthetic bitumen are pulped and heated citrus and powdered and heated coal. During the experiments four tons of inferior citrus yielded 800 gallons of synthetic bitumen at a cost of 30c a gallon.

One ton of coal dust and five gallons of synthetic bitumen are then mixed, and it is claimed that asbestos can be produced from this mixture at a price which would yield a handsome profit if sold at $5 a ton.

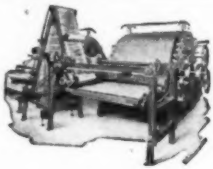
If any of our readers in South Africa can supply further information on this discovery, or obtain from Mr. Dettwiler a sample of the asbestos he produces, we would be glad to have both the information and the sample.

"Asbestos" as a Christmas Gift.

What better Christmas Gift to your Salesmen, Branch Office Managers, and others on your sales force, than a subscription to "ASBESTOS". It will not only reach them thruout the year but keep them advised of things happening in the Industry in which they are most interested.

This office will supply a Christmas Greeting Card to be sent to those for whom you enter such subscriptions. Just mark your letter or subscription order "Christmas Gift", and the card will be sent in time to reach them the day before Christmas.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 28 of 65 asbestosclaims.law/library/12182/28



A Broad Service

at your command!

Whitin Sales Engineers are assisting many asbestos yarn manufacturers in solving minor and major production problems. Their practical experience is yours to command, without obligation.

WHITIN SERVICE TO ASBESTOS YARN MANUFACTURERS

includes engineering counsel, installation and service on the following equipment:

Breaker and Finisher Full Roller Cards
Automatic Card Feeds
Camel Back Feeds
Derby Doublers
Condensers
Spinning Frames
Ring Twisters
Flyer Twisters
Card Roll Grinders
Card Grinding Rolls

WHITIN MACHINE WORKS

WHITINSVILLE, MASSACHUSETTS, U. S. A.

Charlotte, N. C. **Atlanta, Ga.**

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 29 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/29

Additions to the List of Asbestos Products.

One of our readers sends in three additions to the List of Asbestos Products, published in November "ASBESTOS". They are:

Wrappers for Warm Air Furnaces
Pipe Joint Tape
Segmental Wrappers for Warm Air Fittings.

These should be placed under the general classification of "Paper". Please add to the list.

The New Asbestos Motion Picture.

The United States Bureau of Mines, in co-operation with Johns-Manville Corporation, has prepared a one reel educational motion picture film — "Asbestos, the Magic Fibre".

The film covers the open pit process of mining; crushing, drying and screening to get the milled fibre. Then the scene shifts to the factory, and carding, spinning and weaving are shown; next the making of brake lining, tubing for packing, gaskets.

The manufacture of asbestos paper, and of aircell pipe covering out of the paper is next shown, followed by the combining of asbestos with magnesia for pipe covering. The final scenes depict the making of asbestos cement shingles.

Copies of the film are available for exhibition by schools, churches, clubs, civic and business organizations, etc. Applications should be addressed to the United States Bureau of Mines, Pittsburg Experiment Station, Pittsburg, Pa.

No charge is made for the use of the film, but the exhibitor is asked to pay the transportation charges.

A good way in which to get your community interested in Asbestos.

Brake Clinics.

One of the manufacturers[1] of brake lining has adopted a most elaborate and scientific educational program in an effort to acquaint the motoring public, garagemen and mechanics, with the intricacies and safety importance of automobile brakes.

One of the features of this program is the insurance

[1] Russell Mfg. Co., Middletown, Conn.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 30 of 65 asbestosclaims.law/library/12182/30

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

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 31 of 65 asbestosclaims.law/library/12182/31

plan outlined in our October number.

A second portion of the program is the maintenance of over 200 factory service men especially trained and kept in constant touch with Rusco service stations in all parts of the country in order to keep them posted on every new development in the brake lining industry.

But perhaps the most interesting feature is the "Brake Clinic". These Clinics are held in various cities, for the special benefit of garagemen and automobile mechanics, under the direction of R. F. Jones, Engineer. Each clinic program includes a lecture on various brake subjects, including proper methods of installation, modern means of scientific inspection and complicated discoveries that are translated into lay terms in order that those who serve the motoring public may have the benefit of research which is constantly in progress in Rusco's laboratories. Motion pictures portraying methods of brake lining manufacture and other interesting brake subjects are also features of the clinics.

Position Wanted: By grad. eng. selling entire asbestos-magnesia line for past 6 yrs. in midwest territory. Age 43, married, best references, immediately available. **Address R. E. Dodson, 307 Altamont Rd., Covington, Ky.**

POSITION WANTED—Selling or Office Work. Married man, age thirty, 8 years experience handling all kinds Asbestos Products. **Willing to Travel. Address Box 12S-P, "ASBESTOS."**

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

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

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 32 of 65 asbestosclaims.law/library/12182/32

and now!

CELL-O-TONE

another Creation by NORRISTOWN

NUMBER TWO OF THREE
NEW PRODUCTS

An innovation in Pipe Insulations that is speedily replacing the old fashioned Air-Cell Covering. Like its companion THERMO-LUX, it is efficient, durable, and has a much longer "insulation" life because it is practically vermin and rodent proof.

Space does not permit a complete description of all new details, but many of CELL-O-TONE's features are similar to the points brought out in THERMO-LUX last month.

Its low cost, delicately toned finish, and its special features permitting economical installation, make CELL-O-TONE a very desirable insulation for operation work and general use.

WATCH FOR NEW PRODUCT NUMBER THREE—
TO BE ANNOUNCED ON THIS PAGE SOON

NORRISTOWN MAGNESIA & ASBESTOS CO. NORRISTOWN PENNSYLVANIA

Please send more information regarding CELL-O-TONE

NAME _____

ADDRESS _____

CITY & STATE _____

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 33 of 65 asbestosclaims.law/library/12182/33

MARKET CONDITIONS

General Business.

Is still much depressed, but everyone is talking optimistically about 1931.

In fact some factors appear quite encouraging. Railroad equipment orders on hand and in prospect are said to be the largest in several months. The automobile industry is on more active schedules and is employing considerably more men—in fact the automobile manufacturers have set as their goal for 1931, 4,500,000 cars; stock market action has been encouraging.

On the other hand building contracts in November were 25% under October and 33% under November of 1929; steel output is not encouraging; foreign business continues to show a downward trend.

Asbestos—Raw Material.

We are fortunate in having comments from three readers, all interested in the raw material markets. They are as follows, in the order of their receipt.

1. At the close of navigation, substantial shipments of shingle fibre from the Candian Mines went forward to Europe. Business, however, not being very good in Europe, there will follow a slack period in the demand for shingle grades, and as prices have not been any too firm during the past two months, the probabilities are that they will go still lower on this type of asbestos.

Slack business in the United States for asbestos paper has also brought forth a weak condition in the market for paper stock. Long grades of asbestos for spinning purposes are accumulating at all mines primarily due to the great use of moulded brake lining instead of woven brake lining.

Recently, one of a series of articles appearing in the New York Evening Post and the Philadelphia Public Ledger, written by H. R. Knickerbocker, dealt at great length on Russian Asbestos. Mr. Knickerbocker visited the Russian Mines, and among other things he says there are 13,000 men employed at the Mines, there are 55,000 people

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 34 of 65 asbestosclaims.law/library/12182/34

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

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 35 of 65 asbestosclaims.law/library/12182/35

living there and that the production of asbestos in the whole Soviet Union in 1913 was 13,762 tons; in 1927, 26,000 tons, and in 1929, 56,000 tons. This production has still to be multiplied by five to reach the figures of the Five Year Plan.

If this is a fact there is no doubt that such a great tonnage added to the world's present production will have a great tendency to reduce the price of raw asbestos to still lower levels, altho we question the ability of Russia to produce as large a tonnage as they anticipate. Time alone will tell. Even so, the large tonnage of asbestos being shipped to all parts of the world from Russia in the last six months has brought forth a considerable reduction in price by the Rhodesian Mines.

2. Demand for raw material is generally slow at present. European business continues below normal. Shipments for export, usually heavy during November, just before the close of navigation on the St. Lawrence, were this year much lighter than usual. Demand from the United States for spinning stocks shows no betterment, and shorter grades are moving in only moderate volume.

3. There is very little trade indeed in Asbestos Products. Next to no demand for crudes, spinning fibres or shingle stocks, either here or abroad. It was bad enough before but the offers of Russian Asbestos "at any old price" have upset all thought of buying.

Manufactured Asbestos Goods.

Textiles. The price on this material is showing downward revision from month to month owing to the fluctuating prices on Crudes, which makes it almost impossible to do business on a well defined price, the resale prices of yarns, cloths, etc., change every time the price of crude changes—and the prices of crudes change almost monthly.

Brake Lining. The market at the present time in Brake Lining is very quiet indeed and the change from last month is slight. There seems to be a falling off in purchases, as is to be expected at this time of the year, but the demand is very slow.

Packings. Packings are just as slow as all other asbestos items this month, and there is little change from the

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 36 of 65 asbestosclaims.law/library/12182/36

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

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 37 of 65 asbestosclaims.law/library/12182/37

conditions noted in the November issue.

Insulation. High Pressure. Orders are getting fewer and fewer; the amount of new work on engineers and architects boards is not encouraging, and while the total sales of Magnesia for 1930 have been remarkably good as compared with 1929, much of that represents a hangover from 1929, and we anticipate a very sharp curtailment in shipments in 1931.

There is no present indication of any change in the price level nor is it likely that there will be much change due to the fact that most producers and handlers of Magnesia are well aware that no amount of price cutting will increase the consumption of Magnesia; in fact it is doubtful whether an outright gift of Magnesia would be acceptable to any great extent unless the parties to whom it was offered had immediate need for the material. Magnesia is a product to which neither mass production nor mass selling will ever appeal.

The low pressure field shows fair demand—fair for these times, that is. Prices appear to be holding fairly firm—streaks here and there of price cutting are noticed but not seriously affecting the general market.

Paper and Millboard. Reports are that both these markets are very dull, with prices holding fairly stable.

Asbestos Cement Products. Little change can be reported. The shingle business is very slow, due partly to the season of the year, and of course, in larger part to building inactivity. Corrugated business also continues light. Flat sheets appear to have fair demand, this market not fluctuating to any great extent from month to month.

Note: The above represents the opinions of various men in close touch with the markets. If your opinion differs from theirs, we will be glad to have and publish it.

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

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 38 of 65 asbestosclaims.law/library/12182/38

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.

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 39 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/39

85% Magnesia Stands Extreme Conditions

At the Ninth Annual Power Exhibit, held in the Grand Central Palace, New York City, during the first week in December, will be shown a piece of High Temperature and 85% Magnesia Covering taken from the super-heater steam line of the Deepwater Power Plant, Deepwater, N. J.

When this was removed from the steam-line it had been under pressure about 5000 consecutive hours. The line which it insulated carried 1250 pounds pressure, with a temperature of 725° F. No deterioration has occurred under these extreme conditions, the covering being as good as new.

The exhibit will be in the booth of the Keasbey & Mattison Company, which company will also display its line of High Pressure Packings, Gaskets and Asbestos Textiles. The covering in question is their well known Featherweight Brand.

ASBESTOS SURVEY BUREAU, Inc.

101 Park Avenue

NEW YORK CITY



Wishes Their Many Friends
In The Industry
A Merry Christmas
And A
Happy Prosperous New Year

Asbestos Magazine, 1930, December 1930
Published by AsbestosClaims.Law
ACL Doc 12182 · Page 40 of 65
asbestosclaims.law/library/12182/40

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

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

Importers of Asbestos
Crudes and Fibres

Stocks of
all Grades

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 41 of 65 asbestosclaims.law/library/12182/41

Discrepancies in Statistical Figures

How many of our readers noticed an apparent discrepancy in figures which formed a part of the article "The Market for Asbestos in Japan" (page 40, November 1930 "ASBESTOS?")

According to the figures given for imports of Raw Asbestos by Japan during 1929, 8,668 tons[1] of Asbestos were imported from the United States and 1,796 tons from Canada. Obviously Japan never imported 8,668 tons of *United States* asbestos, and she certainly imported more than 1,796 tons of Canadian Asbestos.

In fact if we look up the figures given by Canada, we find (see page 45, February 1930 "ASBESTOS") that Canada reports an exportation to Japan during 1929 of 10,757 tons.

It would appear from these conflicting figures all, or at least the greater part of the 8,668 tons reported by Japan as being imported from the United States, was shipped from Canada *thru* the United States, and was reported by Japan as an import from the United States when the shipment really originated in Canada.

We have known for some time that the figures reported by the United States as imports from Canada, do not agree with those reported by Canada as exports to the United States. Perhaps the discrepancy in all the figures can be accounted for by the U. S. customs officials reporting thru shipments from Canada to some other country, as an import into the United States, but not reporting these same thru shipments as exports when they leave the United States for some other country.

This whole matter has been laid before the Chief of the Bureau of Statistics of the U. S. Bureau of Foreign & Domestic Commorce, and it is hoped that investigation will not only show where the discrepancy lies, but how it can be corrected.

[1] All figures given in this article are in short tons.

WANTED—Continental manufacturer of brake lining enlarging plant desires offers for machinery, equipment, presses and calenders. **Write COMBE, 31 RUE d'ARMAILLE, PARIS.**

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 42 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/42

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.

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 43 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/43

Little Lessons in Selling

SELLING THE PESSIMISTIC PROSPECT

By John T. Bartlett

How shall the salesman deal with the prospect who insists on shedding crocidile tears over the business outlook? Under normal conditions, the salesman is bound to encounter an occasional pessimistic prospect. The crepe-hangers are much more numerous than usual at present.

The sales manager of a large organization gave me these rules, which he trained his salesmen to follow:

1. Remember that always there are obstacles to the sale; a man qualifies as a real salesman only when he studies obstacles, and learns how to surmount them. Business pessimism on the part of a prospect is just one more obstacle. It need not be more serious than other obstacles which the salesman repeatedly triumphs over.

2. Be optimistic yourself.

3. Become expert in keeping the conversation with the prospect away from general business conditions. Keep the conversation on constructive, optimistic ground.

4. If the prospect alludes to depression, have fresh facts to divert him. "Yes, there has been a depression all right, but there is no question that we are on the up grade. For example—" (the salesman should be primed with **good** business news.)

He should read the newspapers carefully and put away in his memory both local and national news facts of an optimistic sort.

Often he can tell of recent orders placed with his own connection. If business is definitely picking up with his firm, let him say so.

Selling is more difficult during periods of depression. That fact cannot be denied. However, we must recognize the most serious danger is that salesmen will over-estimate their difficulties, themselves become contaminated with the mob pessimism. Even in times of depression, there is a lot of merchandise which will be bought, and it is the optimistic salesman, who consciously studies the problem and attacks it, who gets the orders.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 44 of 65 asbestosclaims.law/library/12182/44

"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

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 45 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/45

CONTRACTORS AND DISTRIBUTORS PAGE

LET'S THINK ABOUT MERCHANDISING—THE THEORY

When we think of the progress of civilization, we think of science and what it has done to improve our conditions of communication, travel and daily living. The world has undoubtedly progressed, each year going ahead at such rapid strides as to leave those who are unable to keep pace gazing in awe at "what the world is coming to."

Inventions are piling up in the Patent Office; chemistry has brought its new developments, and the two, both chemical and physical, have somehow or other revolved around production. The factory has, therefore, wholly benefited and is showing the result in our many improved methods which, together, have increased output and decreased costs.

What we have today has been developed because someone had a *theory*. It was just an idea that took on the form of a "maybe it will work" and from then the theory, after much experimenting, has been born into a practical and workable proposition.

Why has it been necessary to have all these theories center around the physical, and the developments benefit only the factory? Why cannot some ideas or theories be presented to cope with the problem of merchandising? Possibly the answer is that first such theories arise in the minds of practical men who know only tangible materials, such as tools, acids, metals, etc. The merchandiser's mind is of a different nature, purely because it has not been educated to the development of theory, and because it has never been brought to the merchandiser's attention that he had to advance theories to market materials. Secondly, possibly because theories have been thought of in connection only with the tangible and not at all with the intangible.

In these articles we have been thinking about distribution. We have faced the problem and discussed it and the purpose of this final edition is to bring to the attention of the merchandiser, after having discovered that we have a problem, that the merchandising end of a business *does* require the same thought and development of theories, that has developed our factories.

It has been the writer's experience in studying this problem that those who have done the most with modern merchandising have been those with little or no connection with a factory. They met their problem, tried to advance ahead of their competitor's methods, to modernize their business and have been rewarded in their achievements. Some examples of this are Sears, Roebuck Co., Montgomery Ward & Company, Fuller

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 46 of 65 asbestosclaims.law/library/12182/46

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

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 47 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/47

Brush Company, etc. Unfortunately, the Asbestos Industry cannot class itself with these modern merchandisers, because it is too closely allied to the factory and is giving its attention to production rather than distribution.

In discussing theory, one theory to advance for proper merchandising in the asbestos business would be a complete reversal of the present policy of bringing before the world the manufacturer's name. Turn this around and let the world forget who *makes* the product but make each section in which a selling group or "distributor" is located become thoroly conscious and familiar with who *sells* it.

Study, if you will, the manufacturers in the asbestos business and name one who is not trying, thru exhaustive effort and by the expenditure of large sums of money, to impress upon the buyer his name. How much better it would be if the manufacturer, who is doing a national business, would set up branches under local names, employing local people and using local capital. This would let him serve the entire country with a large group of small individual concerns, overcoming local prejudice to big business robbing their capital and using it in financial centers. It would permit each branch or distributor to establish his own business, use his own capital and establish his own policies. It would permit a national organization to become flexible in its sales plans, depending upon local conditions.

The entire group of branches or distributors could be under the control of the manufacturer by a merging of stock interests controlled by a holding company that was owned by the manufacturer. Such a holding company could be backed by a manager that would be the only connection between the factory and the sales end. This manager could apportion the distributors to his assistant managers, each of whom would be responsible for the development of the greatest volume from each. Each month this assistant, together with the distributor, would set his quota for a certain volume of different commodities he handled and his order for the month would go to the holding company's office. These would be consolidated and turned over to the factory and the month's production based on this consolidated order; no more and no less would be manufactured. With such a plan, could the country reach the over produced state which causes so many depressions?

The factory would do no advertising of its own to forward its name. All advertising appropriations would go to the local distributor to have customers and prospects build confidence around this distribution. The distributor alone would benefit from it and as his business grew so in turn would the manufacturer grow. It would completely divorce the manufacturer from sales.

Are we working for volume and to make our name outstanding in the industry, or is our ultimate objective profit? If it is the former, the course, as we now travel it, is good enough, but

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 48 of 65 asbestosclaims.law/library/12182/48

if profit on invested capital is our aim, we must of necessity develop theories in merchandising. The one above is but a theory. It may be ludicrous and pronounced impractical. So were many of our first inventions, but from such ideas came our present civilization.

Let us then think "crazy ideas." Something may develop that will place the Asbestos Industry on the plane it should attain as an industry. Let's think about merchandising.

Note: This is the third and last article of the series on the subject "Let's think about Merchandising." We would like very much to have comments from our readers on these articles, and particularly on this last one. The articles were written especially for "ASBESTOS" by John M. High, Sales Manager of the Norristown Magnesia & Asbestos Company of Norristown, Pa.

ASBESTOS STOCK QUOTATIONS

			November 1930		
	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	½	¼	½
Asb. Corp. (Pfd.)	100	7	2	1	2
Carey (Com.)	100	8	205	200	200
Carey (Pfd.)	100	6	111	111	111
Certainteed (Com.)	np	–	4¾	3⅛	3⅜
Certainteed (Pfd.)	100	7	19⅛	19	19⅛
Garlock Packing (Com.)	np	–	16⅛	14⅝	16
Garlock Pkg. (6s Deb. 1939)	100	6	97	97	97
Johns-Manville (Com.)	np	3	70⅝	61¾	68
Johns-Manville (Pfd.)	100	7	123⅜	121	123⅜
Raybestos-Manhattan Inc. (Com.)	np	–	25⅜	17¾	20½
Ruberoid (Com.)	np	4	43	40	40
Thermoid (Com.)	np	–	6¾	3⅞	5⅝
Thermoid (Pfd. convt.)	100	7	No sales		
Thermoid (6s 1934)	100	6	81½	77½	77½

AUTOMOBILE STATISTICS

During October 1930, 154,585 motor vehicles were produced, in the United States and Canada,—150,041 in the United States and 4,541 in Canada.

In October of 1929, a total of 394,540 motor vehicles were produced, 380,017 in the United States and 14,523 in Canada.

The total of automobile production for the first ten months of 1930 was 3,189,559, compared with 5,269,216 in the first ten months of 1929.

The automobile industry expects the final quarter of 1930 to show an improvement; and confidently predicts a surprise in volume in 1931.

Preliminary reports on November production put the total for the United States and Canada at 146,185, and the total production for the eleven months of 1930 at 3,361,217—compared with 5,238,413.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 49 of 65 asbestosclaims.law/library/12182/49

PRODUCTION STATISTICS

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	August 1930 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum & Sphinx (African Asb. Mng. Co. Ltd.)	1,260.00	£28,140	0	0
" Adjust. Apr. 1929 to Mar. 1930		23,920	11	9
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	1,208.35	24,167	0	0
Victoria District				
D. S. O. (Mashaba Rho. Asb. Co. Ltd.)	27.00	540	0	0
Gath's (R. & Gen. Asb. Corp. Ltd.)	712.98	14,259	12	0
King (R. & Gen. Asb. Corp. Ltd.)	608.00	12,160	2	0
	3,816.33	£103,187	5	9
August 1929	*3,916.44*	*£80,929*		

Africa (Union of South).

(Statistics published by Dept. of Mines & Industries of Union of S. A.)

	August 1929 Tons (2000 lbs.)	Value	August 1930 Tons (2000 lbs.)	Value
Transvaal				
Amosite	845.05	£ 8,888	247.50	£ 2,463
Chrysotile	1,013.20	12,423	606.00	9,576
Cape				
Blue	556.59	15,158	440.76	10,207
	2,414.84	£36,469	1,294.26	£22,246

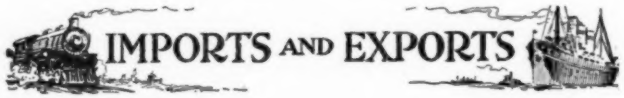
Canada.

(Statistics published by Dominion Bur. of Statistics).

September 1930 ..... 20,746 tons (2000 lbs.)
September 1929 ..... 27,891 tons (2000 lbs.)
First 9 mos. 1930 ..... 179,862 tons (2000 lbs.)
First 9 mos. 1929 ..... 228,293 tons (2000 lbs.)

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

Asbestos Magazine, 1930, December 1930
Published by AsbestosClaims.Law
ACL Doc 12182 · Page 50 of 65
asbestosclaims.law/library/12182/50



Imports into the U. S. A.

Unmanufactured Asbestos.

	October 1929 Tons (2240 lbs.)	Value	October 1930 Tons (2240 lbs.)	Value
Africa (Br. S.)	187	$ 55,595	103	$ 20,322
Africa (Port. E.)	122	54,843	...	...
Canada	22,986	869,953	17,405	485,999
Italy	3	2,505	1	705
Russia	.	90	1,641	318,491
United Kingdom	33	13,388	46	9,345
Germany	..	149	..	...
	23,331	$996,523	19,196	$834,862
Tabulation of Crude only:				
Africa (Br. S.)	187	55,595	103	20,322
Africa (Port. E.)	122	54,843	...	...
Canada	448	161,127	117	40,220
Italy	3	2,505	1	705
Russia	.	90	1,641	318,491
United Kingdom	33	13,388	46	9,345
Germany	..	149	..	...
	793	$287,697	1,908	$389,083
Other Grades:				
Mill Fibre (Canada)	8,587	478,139	5,285	255,050
Lower Grades (Canada)	13,951	230,687	12,003	190,729
	22,538	$708,826	17,288	$445,779

Manufactured Asbestos:

	October 1929 Pounds	Value	October 1930 Pounds	Value
Yarn—				
Italy	...	...	198	$ 270
United Kingdom	1,699	$ 1,088	26	24
Fabrics, Woven—				
United Kingdom	9,318	5,326	1,457	1,508
Packing, Fabric—				
United Kingdom	...	...	881	706
Packing, not fabric—				
Austria	376	92	...	...
Canada	2,335	158	...	...
France	2,522	2,748	...	...

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 51 of 65 asbestosclaims.law/library/12182/51

	October 1929 Pounds	October 1929 Value	October 1930 Pounds	October 1930 Value
Germany	3,509	1,159	1,457	1,305
Italy	4,650	164	...	...
United Kingdom	12,462	7,532	8,897	3,209
Shingles, and Slates of Asbestos Cement—				
Belgium	7,056,138	89,088	216,894	2,474
France	564,755	6,829	...	...
Netherlands	55,566	655	...	...
Lumber of Asbestos Cement—				
Canada	44,320	2,006	...	...
France	131	31	...	...
Italy	15,125	513	...	...
Asbestos Cement—None.				
Paper and Millboard—None.				
Other Manufactures—				
Canada	40	5	450	28
Italy	..	.	1,375	62
United Kingdom	..	.	29,780	2,313
Grand Total	*7,772,946*	*$117,394*	*261,415*	*$11,899*
Shingles, Slate, Wood or Lumber—By Districts.				
Florida	2,586,646	31,133	55,885	622
Galveston	4,172,819	53,037	...	...
Michigan	44,320	2,006	...	...
Mobile	68,342	848	...	...
New York	6,776	286	...	...
New Orleans	655,497	8,619	161,009	1,852
Ohio	68,267	1,257	...	...
Philadelphia	64,046	913	...	...
Sabine (Tex.)	21,450	360	...	...
Virginia	47,872	663	...	...
	7,736,035	$99,122	216,894	$2,474

Exports from U. S. A.

Exports of unmanufactured asbestos during September[1] 1930, amounted to 28 tons, valued at $5,778; compared with 39 tons valued at $6,346 during September[1] 1929.

Exports of manufactured asbestos goods:

	September[1] 1929 Pounds	September[1] 1929 Value	September[1] 1930 Pounds	September[1] 1930 Value
Paper, Mlbd. & Rlbd.	83,956	$ 9,834	158,226	$11,932
Pipe Covg. & Cement	788,770	54,429	544,284	28,647
Textiles, Yarn & Pkg.	142,805	70,152	135,810	66,761
Brake Lining	641,873[2]	133,393	466,295[2]	100,168
Magnesia & Mfrs. of	532,926	31,215	492,899	31,594
Asbestos Roofing	6,391[3]	38,275	11,048[3]	41,752
Other Manufactures	443,614	50,004	444,395	37,475

[1] Exports one mo. behind imports. [2] Lineal Feet. [3] Squares.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 52 of 65 asbestosclaims.law/library/12182/52

Exports of Raw Asbestos from Canada.

	October 1929 Tons (2000 lbs.)	Value	October 1930 Tons (2000 lbs.)	Value
United Kingdom	275	$ 24,475	395	$ 24,412
United States	8,982	612,760	5,611	286,006
Australia	151	15,065	...	...
Belgium	577	49,250	1,451	100,462
France	1,003	81,150	...	...
Germany	805	78,121	404	29,994
Italy	330	27,075	165	12,050
Japan	1,025	53,750	427	24,155
Netherlands	77	3,465	97	7,870
Spain	50	3,250	..	...
	13,275	$948,361	8,550	$484,949
Sand and Waste—				
United Kingdom	380	8,750	350	8,350
United States	14,983	281,271	13,032	186,517
Australia	.	..	10	300
Newfoundland	3	75	..	...
Belgium	120	3,000	240	6,000
France	60	1,125	...	...
Germany	30	750	190	4,090
Japan	30	750	30	750
Netherlands	345	8,625	45	1,020
	15,951	$304,346	13,897	$207,027
	29,226	*$1,252,707*	*22,447*	*$691,976*

Imports and Exports by England.

Imports of Raw Material.

	September 1929 Tons (2240 lbs.)	Value	September 1930 Tons (2240 lbs.)	Value
From Rhodesia	1,396	£ 57,177	172	£ 5,322
From Canada	368	7,498	575	6,267
From Other Countries	1,490	41,410	686	24,795
	3,254	£106,085	1,433	£36,384
Re-Shipments	96	4,827	116	4,296

Exports of Asbestos Manufactures.

To Netherlands	103	6,313	34	3,949
To France	89	7,797	89	6,056
To U. S. of America	9	2,105	8	952
To British India	542	15,539	381	10,919
To Australia	40	7,470	34	8,717
To Other Countries	2,039	92,951	2,152	74,305
	2,822	£132,175	2,698	£104,898

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 53 of 65 **asbestosclaims.law/library/12182/53**

NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the following names: Chas. S. Donnelly, President, Mohawk Asbestos Shingles, Inc., Oneida, N. Y., whose birthday occurs on December 16th; Robert M. Miller, Director, Marshall Asbestos Corporation, Troy, N. Y., December 21st; Dr. W. H. Huber, President, Asbestos Fibre Spinning Company, North Wales, Pa., December 22nd; Geo. N. Clark, President, Clark Asbestos Co., Cleveland, O., December 22nd; R. L. Clark, Manager, Clark Asbestos Co., Cleveland, O., December 22nd; Matthew J. Fitzgerald, Treasurer, Standard Asbestos Mfg. Company, Chicago, Ill., December 27th; Fred A. Mett, President, Powhatan Mining Corporation, Woodlawn, Baltimore, Md., December 29th; Richard B. Engle, Secretary & Treasurer, Crandall Packing Co., January 3rd; Warren Car-Skaden, President, Argo Asbestos & Rubber Corporation, Pittsburg, Pa., January 7th; John J. Liner, President, Philadelphia Asbestos Co., Philadelphia, Pa., January 13th; E. M. Smith, President, Emsco Asbestos Co., Downey, Calif., January 15th. To all these gentlemen we extend congratulations and best wishes.

Keabey & Mattison Co. Ray Nelson, Chicago Manager and Mrs. Nelson, had a narrow escape from death a few weeks ago, when their car was hit by another running at a high rate of speed. Mr. Nelson was driving, and was badly shaken up, but Mrs. Nelson was thrown from the car into the street and suffered severe injuries; in fact she will be in the hospital for several weeks longer.

Three sudden deaths have occurred recently in the K. & M. organization, removing three valuable men from its ranks; Ben Miller, of the Philadelphia Contract Department, of heart disease while sitting in his car with his family, waiting for a traffic light to change; A. M. Parham, Minneapolis Office, very suddenly of heart disease on November 22, 1930; and third, Louis Holland, formerly Contract Superintendent for the Baltimore Office.

Grant Wilson, Inc., of Chicago, Ill., has been selected as exclusive zone distributors for the Mineral Felt Insulating Company of Toledo, O., the territory consisting of the Northeastern quarter of the State of Illinois, the Northern Counties of Indiana (embracing Metropolitan Chicago) and the Calumet Steel and Industrial District. A complete stock of all of the Mineral Felt Insulating products will be carried by Grant Wilson, Inc., in Chicago, and their activities will cover the wholesale field. Subdistributors, jobbers, dealers and application companies will be served by Grant Wilson, Inc., and a very complete and extensive program is being planned.

Canadian Asbestos Company. The Vancouver, B. C., office of this firm has recently moved to 99 Cordova Street, East. It

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 54 of 65 asbestosclaims.law/library/12182/54

was formerly located at 1084 Homer Street.

Rankin-Dutney Corporation, has moved its Pittsburg Office to 111-115 Sandusky Street, N. S. The former address was Isabella & Sandusky Streets. The move was made to better care for the company's growing business, the present quarters being more commodious than the former ones.

"Tests for Comparing Heat Insulating Materials," is the title of a second article by Eugene F. Zeiner of the Philip Carey Company. This article appeared in the October 21st issue of "Power." "Insulation for Moderate Temperatures" a third article of this series appeared in the November 18th issue of "Power." Mr. Zeiner has agreed to write an article for "ASBESTOS" a little later on, this to cover some phase of heat insulation.

Turner & Newall, Ltd. The King and Gath's mines at Mashaba are now under the management of R. Levy, formerly of the Nil Desperandum Mine. W. J. McAdam is Manager at Shabani and Mr. Harding is chief assistant to R. Starkey, the Consulting Engineer to Turner & Newall, Ltd.

The Rhodesian and General Asbestos Corporation is erecting a new central mill at Shabani to turn out four uniform grades of asbestos. Storage accommodation with a capacity of 20,000 tons is being provided. The first unit of the new mill will be ready in March 1931.

The Havelock Mine, over which Turner & Newall, Ltd. last year exercised an option to purchase outright has not yet been equipped for production, it being held in reserve, owing to the restricted market for chrysotile. This latter factor is responsible for the accumulation of stocks at the mines, but work is not being curtailed as it is expected that the market will recover sooner or later. (Courtesy of the South African Mining & Engineering Journal.)

Norman R. Fisher. Many of our readers will learn with regret of the loss sustained by Norman R. Fisher on November 3rd, in the sudden passing of Mrs. Fisher after only a few hours illness. Mr. Fisher will be remembered as former Mines Manager of Consolidated Mines, Ltd., and Past President of the Mining & Metallurgic Institute of Canada.

Eternit Pietra Artificiale (London) Limited, on December 15th moved to Exchange House, Old Change, E. C. 4, London. They were formerly located at Norfolk House, Laurence Pountney Hill, London, E. C. 4. Their new telephone number is Central 8641/2; their telegraphic address "Italitiles, London."

The change was made necessary by the increased demand for "Italit" Asbestos Cement products.

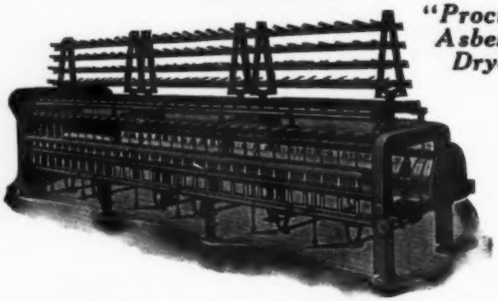
Turner & Newall, Ltd. A general meeting was held on November 27th, 1930, at which the audited accounts submitted to the last annual meeting will be again formally submitted, this meeting being necessary in order to comply with the Companies Act. A further general meeting will be held on January 30th, 1931, to consider the accounts for the year ended September 30th, 1930, and to declare a dividend, etc.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 55 of 65 asbestosclaims.law/library/12182/55

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.

Asbestos Magazine, 1930, December 1930
ACL Doc 12182 · Page 56 of 65
Published by AsbestosClaims.Law
asbestosclaims.law/library/12182/56

An extraordinary general meeting will be held immediately after the 27th of November, to approve new articles of association. The new articles do not materially differ from the existing articles but they have been brought up to date to accord with the Companies Act, 1929.—India Rubber Journal.

Raybestos-Manhattan, Inc. The earnings of Raybestos-Manhattan, Inc., during the nine months ended September 30, 1930, were $1,359,837.54, or $2.01 per share on the 676,012 shares of common stock outstanding, before providing $407,861.20 for depreciation of fixed properties, but after making all other charges against current income for Federal and State Taxes, adjustment of inventories, etc.

No part of the Company's reserve for contingencies, of which $425,000 was set up specifically to provide for inventory adjustments, was utilized during the period. If the entire reserve had been utilized, the earnings, before the charges of $407,861.20 for depreciation mentioned above, would have been $2.64 per share.

The sales and earnings were as follows, as compared with the preceding year:

	Quarter Ended	Nine Months Ended	
	Sept. 30, 1930	Sept. 30, 1930	Sept. 30, 1929
Net Sales	$3,935,311.56	$13,506,762.76	$18,812,492.21
Net Income after Taxes & Inven. Adj.	260,983.56	1,359,837.54	3,564,753.89
Per Share	.39	2.01	5.27
Depreciation	134,506.33	407,861.20	455,834.08
Net Earnings available for Dividends	126,477.23	951,976.34	3,108,919.81
Per Share	.19	1.41	4.60

The Company's total assets were $18,994,074.58, against which there were no bank loans, funded debt, or other capital obligations, other than the common stock.

The Current Assets, including cash, bonds, and other marketable securities aggregating $3,737,257.16, were $9,445,854.81, or approximately 11¾ times the Current Liabilities of $804,533.70. The Company had in cash and readily marketable securities, representing the investment of surplus cash, enough to meet its dividend requirements for two years. The book value of the Company's stock was $25.90 per share without including the Reserve for Contingencies already referred to. Of this value $13.97 per share was represented by Current Assets.

The Directors on November 18, declared the quarterly dividend of 65c per share payable December 15, 1930 to stockholders of record at the close of business November 29, 1930.

Cape Asbestos Company. F. Hirschhorn, Director, is spend-

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 57 of 65 asbestosclaims.law/library/12182/57

ing several months in London, having arrived from South Africa a month or so ago.

Asbestos Corporation Limited. The report of Stuart, James & Cook, the New York consulting engineers who were retained last September to report on the Asbestos Corporation, Limited, has been submitted, and the conclusions reached seem very much in line with the corporation's own conclusions in their annual report for 1929, altho the changes in market conditions that have taken place since the annual report was written have called for special attention by the engineers as affecting earning power, need of capital re-organization, continuance of the policy of the management of operating on a reduced scale to conserve the cash position and limiting of development work to immediate requirements.

The report lists some 79 specific recommendations, 50 of which the management already had in effect or under advisement.

The report suggests reorganization of the sales department with a market survey as a basis for planning future policy.

It discusses the question as to whether present mining methods are best adapted to the circumstances and whether the costs are reasonable.

It discusses the moving of the Quebec Central Railway in the vicinity of the Beaver-Consolidated Mines and decides that the profits recoverable from the additional ore that would be obtained by shifting the railway would not cover the cost of the moving; in short that the moving would be impracticable even tho there is grave need for providing ore for the Beaver mill, which was erected at great cost without adequate investigation of the ore reserves.

Reduction of number of grades of fibres produced is suggested, and the necessity of all the Canadian mines agreeing on a standard basis of grading in order to have more uniform production and closer adherence to guaranteed tests.

Further research work for new uses for asbestos fibre is recommended. Also the formation of an association within the industry, especially within the Canadian asbestos industry, with a bureau for collecting statistics.

The report concludes with the statment that the present management has made good progress, considering the limitations imposed upon it due to inherited conditions, the present lower fibre prices, and the general business depression. It is believed that the management can work out a solution of the company's problems providing it is furnished with a capital structure not too burdensome, and is provided with capital to enable it to find and develop suitable mill rock, the ordinary cycle of business recovery probably returning the asbestos industry to a normal basis.

Asbestos Corporation Limited. Capt. J. G. Ross, Consulting Engineer, and J. E. Triganne, Sales Manager, of Asbestos Corporation Limited, are at present in Europe, but will return to Canada within a few weeks.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 58 of 65 asbestosclaims.law/library/12182/58

The Thermoid Company of Trenton, N. J. Negotiations are being concluded by the Thermoid Company for the acquisition of the Woven Steel Hose & Rubber Company of Trenton. The acquisition of this company will round out the line of mechanical rubber goods of the Thermoid Company and not only provide the Thermoid Company with an increased volume of business but prevent loss in sales of various other products where customers do not care to split their orders.

This acquisition is said by officials to be the first step in a broad program of expansion planned by the Thermoid Company.

The Philip Carey Manufacturing Company is offering rights to subscribe to new common stock on the basis of one share at $200 for every 10 shares held, together with offering of 1,460 shares of common to employes, also at $200 a share.

Following the exercise of rights to buy new common stock and the taking up by employees of stock offered them, Carey will have outstanding 80,000 common shares of $100 par. It is understood that plans are being considered to split the stock on a five for one basis and make application to list the shares on the New York Stock Exchange, altho this action has not yet been taken.

When it is, directors will very likely ask stockholders to authorize the issuance of 750,000 common shares, 400,000 of which will be exchanged for the 80,000 $100 par shares presently to be outstanding. The new stock probably will be placed on a $2 annual basis, equivalent to $10 on the present stock which now pays $8. At present there is only $1,498,000 6% cumulative preferred senior to the common. The common has no funded debt.

Pangani Mine, which is now owned by an Australian concern, was recently closed down, according to the South African Mining & Engineering Journal. This mine, which is in the Filabusi District of Southern Rhodesia, Africa, contains chrysotile asbestos and has been worked successfully for many years. It is estimated that £60,000 has been spent on option, development, flotation and construction during the last two and a half years.

Johns-Manville Corporation. A. C. Windsor, sales representative for the West Coast of South America, left New York for Buenos Aires on October 10, after two months' vacation in the United States. Mr. Windsor's territory is the West Coast territory, Argentina, Paraguay and Uruguay. His headquarters are with the distributor, Max W. Boley, Alsina 743, Buenos Aires, Argentina.

The new shingle plant at the Manville factory has been in full operation since October. W. T. Kelty is superinendent of the new plant. The first shipment from the plant was made on November 4 and consisted of three carloads of corrugated sheathing. Some idea of the size of the plant can be had from the fact that the press used in manufacturing corrugated required nine freight cars to bring it to Manville. It weighs 375 tons and turned out its first sheets on September 16th.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 59 of 65 asbestosclaims.law/library/12182/59

U. S. Department of Commerce reports several asbestos trade opportunities, these covering roofing, insulation, fibre, compressed sheet and spiral packing. Information on these items may be obtained from the nearest district office of the Bureau of Foreign & Domestic Commerce.

Russell Mfg. Company. First Lt. R. W. Conroy, an aviator instructor in the U. S. Marine Corps Reserve, who has been assistant division manager of the Dallas (Tex.) division of the Company, has been transferred to San Francisco as acting manager of the Russell Pacific Coast Division. On a recent visit to the factory at Middletown, Conn., Lt. Conroy flew up from Marine headquarters at Quantico, Va., and performed some breath-taking aerial stunts over the Middletown plant.

Darrell P. Jolley has been appointed sales representative in the Salem territory (which includes the lower part of the state of Oregon). Mr. Jolley was formerly on the sales force of the Firestone Tire Company.

Beldam Asbestos Company. The first anniversary of the Beldam Asbestos Social Club was held on Saturday, November 22nd, in the club rooms at Hounslow, England, when 70 members sat down to tables tastefully laid. A letter from the President of the Club, F. G. Leahy, who is Secretary and General Manager of the Company, expressed regret at his inability to be present, owing to business taking him out of England. Dancing, limerick and various other competitions made the evening a jolly one.

PATENTS

Process of Producing Well Ahering Coatings on Asbestos Cement Slate Plates. No. 1,779,229. Granted on October 21st, to August Fricke, Berlin, Germany, assignor to the firm Hawenta Platten Gesellschaft m. b. h., Berlin. Filed May 4, 1929. Serial No. 364,612. And in Germany July 15, 1927.

Described as a process of producing well adhering coatings on asbestos cement slate plates and roughening the latter, consisting in grinding the plates on the front side, in opening the pores by means of a wire brush, and in applying on the front side a coating of any kind in any suitable manner.

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

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THIS AND THAT

Flat asbestos lumber is being used on the World's Fair Buildings in Chicago, for siding, and presents a most attractive appearance. The roofing on these buildings, mentioned in our November issue, is asphalt rag-felt roofing—not asbestos.

The desire to obtain something for nothing has enabled many a man to obtain nothing for something.

The National Development Bureau, Department of the Interior, Ottawa, Canada, has prepared a very interesting map of Canada which indicates the resources of the Dominion. This is drawn on a scale of one hundred miles to the inch. Copies may be obtained free of charge from the above mentioned Bureau, or our readers may examine a copy of the map here in our office.

We are making a survey of the Asbestos Industry in Australia, the result of which will be published in "ASBESTOS" when finished. Any information on Asbestos in Australia, statistical figures, imports, exports, manufactures, etc., should be sent us promptly by our readers who are in touch with Australian asbestos markets.

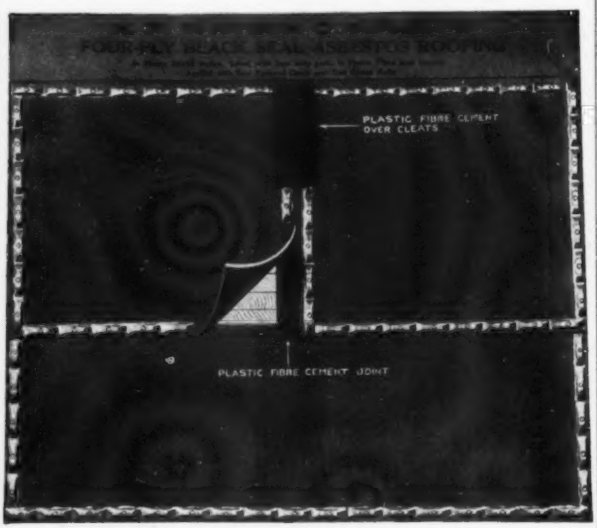
Everyone has about the same amount of luck, but some people do not know when to let go of a plank and trust to it.

A nationwide survey completed by the Russell Manufacturing Company shows that 86% of the state motor vehicle commissioners of the United States, favor periodic brake inspection as an important means of reducing traffic accidents.

Thru the courtesy of one of our correspondents, we have been furnished with a list of Asbestos Producers in South Africa (Transvaal, Cape and Natal) in 1929.

If any reader would like a copy of this list we will gladly furnish one upon request.

Asbestos Magazine, 1930, December 1930 Published by AsbestosClaims.Law
ACL Doc 12182 · Page 61 of 65 asbestosclaims.law/library/12182/61



CLASS "A" ROOFING

Four (4) Ply Black Seal Asbestos Roofing for use on Wood Decks with inclines of 3 in. fall to the foot or more. Ideal type of Roofing for saw-tooth construction. Used in connection with all types of Built-up Roofings of either Asbestos Felts, Asphalt Felts or Tarred Felts.

H. F. WATSON MILLS
DIVISION OF THE RUBEROID CO
MANUFACTURERS
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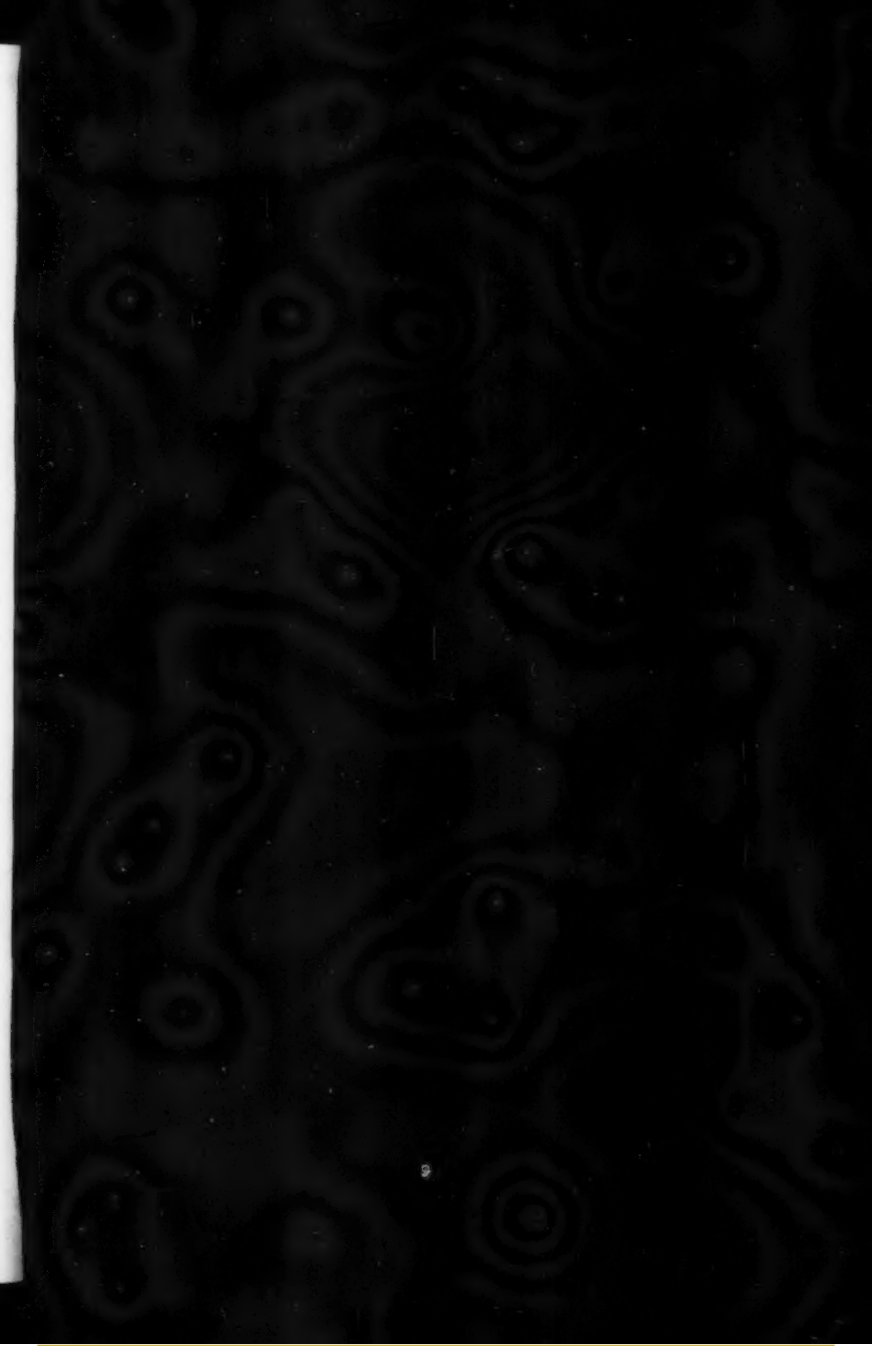
HEAD OFFICE
316-322 Youville Square
MONTREAL

BRANCHES
14 Front St., E.
TORONTO, ONT.
120 Lombard St.
WINNIPEG, MAN.
99 Cordova St., East,
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