ASBESTOS

1701 Winter Street. Philadelphia, Pa.

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

JUNE 1931



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Order any Norristown insulating product with the utmost confidence.



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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 new office and warehouse of the Asbestos Covering & Roofing Company at 4104 Georgia Avenue, N. W., Washington, D. C. The location is an admirable one being near a growing residential district.

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Rusco General Manager (W. C. Fisher) Becomes Vice President

(And Daniel E. Weedon Succeeds)

The Russell Manufacturing Company of Middletown, Conn., announces the appointment of Daniel E. Weedon as Treasurer and General Manager to succeed William C. Fisher, who retired June 1st as Treasurer and General Manager after 50 years service with the Russell Company, to become Vice President in an advisory capacity.

The retirement of Mr. Fisher from active service caps a business career of more than usual color and interest. He has contributed a number of the most outstanding improvements in the weaving of narrow belting and elastic fabric, some of which have been responsible for automotive brake lining in its modern form. He has been prominent among the pioneers who developed the art of weaving solid cotton belting on power looms.

During the Spanish-American war he saved the United States Government thousands of dollars on cartridge belts by his invention of a method of power weaving a double loop giving twice the carrying capacity at only a fraction of the cost of the old stitched type.

Mr. Fisher was born in Smyrna, Delaware, May 23, 1863. He started work at the age of ten, peddling wooden clothes pins, then became a Western Union Messenger, later working in the Lawrence, Mass., textile mills where he was instructed by an old German weaver. At the age of 16 he became an instructor of weaving at the Massachusetts Institute of Technology, the youngest instructor in the history of that college. He entered the employ of the Russell Manufacturing Company, in 1882, at the age of 19, where he soon became Superintendent of the narrow fabric and elastic division. Following his cartridge belt activities during the Spanish war he spent 12 years selling them to European armies. Traveling abroad, he recognized the fact that scant attention was paid to a civilian by the militaristic war chiefs of Europe. There-

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fore he had a smart uniform designed for himself and traveled as Captain Fisher of the "Maromas Guards". The name "Maromas" was taken from that of a small cross-roads Connecticut village near Middletown. He was made Treasurer and General Manager of the company in 1919 and is now retiring to enjoy some hobbies he has developed.

Mr. Weedon, now Treasurer and General Manager, is an electrical-mechanical engineer whose experience includes engineering in an iron mine in North Carolina, seven years as Sales Engineer with the Westinghouse Electric Manufacturing Company, later becoming Director and General Sales Manager of Hungerford and Terry, Inc., water purification engineers, and President and Treasurer of the Holmes Manufacturing Company of New Bedford, Mass.

Asbestos Trade in the Argentine

(Taken from report of Charles H. Ducote, Asst. Trade Commissioner, Buenos Aires, Argentine, supplied thru the U. S. Department of Commerce.)

During 1930 The Argentine imported over 600,000 kilograms (661 short tons) of asbestos manufactures, the greater part of this coming from the United States, United Kingdom, Italy and Germany.

A large section of the imports of asbestos products is made up of asbestos roofing. Second to this is the demand for brake lining. Extra heavy service is placed upon automotive brakes by Argentine drivers, and, on an average, linings must be replaced much more frequently than is the case in the United States. Imports of automobiles steadily increased up to 1930, which should mean even greater replacement business in brake lining in the future. During 1929 American manufacturers shipped $99,361 worth of brake lining into the country.

Argentina offers a large potential market for asbestos pipe covering and cement, because of the numerous industrial establishments of all kinds making use of steam. It is estimated that there are well over 7,000 such plants in the country, and in addition, the Federal Government maintains many warships and auxiliary vessels, the large ma-

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Carey HEAT INSULATIONS

· · · A Complete Line

Distributors and appliers of Carey Pipe Coverings know that it saves time and trouble to place just *one* order for all the insulating materials needed for any job. They also profit by the sales help which the seasoned Carey field force can frequently offer, and by the engineering and research facilities which are at their service.

The Carey Line is complete, including Air Cell, Carocel, Hi-Temp, and 85% Magnesia coverings, cements and block insulation for all temperatures and conditions. Stocks are carried in all principal centers insuring quick delivery.

THE PHILIP CAREY COMPANY

Main Office

Lockland, Cincinnati, Ohio

"Asbestos & Insulation Specialist for 58 Years"

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jority of which make use of pipe covering materials. In 1928 shipments of pipe covering from the United States amounted to $62,280, but this dropped in 1929 to $20,850.

The most recent Argentine import figures for asbestos products are as follows:

	1928	1929
Asbestos in board or powder form	1126 short tons	482 short tons
Asbestos yarn and cloth	256 " "	100 " "
Asbestos metallic yarn or cloth	35 " "	49 " "
Asbestos packing	226 " "	179 " "

The Multibestos Brake Service Institute

The movement for surer and better brakes has been going on for a long, long time. Many attempts have been made to improve conditions causing directly or indirectly over 90% of all automobile accidents. One of the most recent is the Multibestos Brake Service Institute which has already proved its worth in Chicago, Los Angeles, Philadelphia, Detroit, Boston and New York.

After studying the whole brake servicing situation the executives of Multibestos Company believed it to be essential that jobbing executives, jobbing salesmen, owners of garages and super service stations, and mechanics have available: 1st, a source of information concerning the latest developments in braking mechanisms, brake lining equipment and materials; 2nd, an opportunity to have the advice and training of experts on brake servicing, brake service merchandising, trouble shooting, cost control, and shop management and arrangement.

With this thought in mind it was decided to open a chain of Multibestos Brake Service Institutes operated usually in connection with the Multibestos jobbing distributor. It was also thought advisable to have those Institutes function as servicing organizations for relining troublesome brake shoes.

In addition, these institutes are training schools for jobbers' salesmen and a meeting place for mechanics interested in getting together to discuss brake servicing problems.

Each Institute is headed by a thoroly trained, technical

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From

CRUDE ORE

to

FINISHED PRODUCT

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

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

Johns-Manville

CORPORATION

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

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brake servicing expert who is available for consultation, and for training, without charge, any mechanic to be a specialist in brake servicing work. The setup and equipment of each Institute is thoroly modern; it includes actual cutaway models of various types of brake mechanisms and charts showing the whole brake system with instructions as to necessary adjustments.

One of the functions of the Institute is to solve unusual brake problems and make the information available to the trade. Naturally, many of the problems apply to specific cars or brake mechanisms. A number of general suggestions have been brought out which are proving extremely valuable.

The first of these Institutes was opened in Chicago. Other Institutes are still running in Philadelphia, Detroit, Boston, New York and Los Angeles.

Addresses of the headquarters in various cities will be supplied upon request.

The idea has been received enthusiastically by the public, the trade and public officials, all believing that it will considerably reduce automobile accidents due to faulty braking mechanisms.

Arthur C. Willard, head of the Department of Mechanical Engineering in the University of Illinois, has been retained by the American Society of Heating & Ventilating Engineers, as Technical Advisor for Research. Prof. Willard's work in heating and ventilating research makes him outstanding in the profession and his advice and suggestions will be invaluable in extending the scope of Society research activities and in coordinating the data for practical application by the heating and ventilating profession.

To be satisfied is dangerous — to be self-satisfied is ruinous.

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

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Thetford Mines, P. Q., Canada



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Shipped to All Parts of the World

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AMBLER U. S. A. PENNA.

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A New "Standard"

Practically all of our readers know the Standard Asbestos Mfg. Company of Chicago, manufacturers of Asbestos Paper, and Aircell, and contractors and distributors of steam pipe and boiler coverings, and practically everybody in the trade also knows M. J. O'Malley and M. J. Fitzgerald, its heads.

A new company, under the name of the Standard Asbestos Mfg. Company of Cleveland, has been organized, and of this organization Matthew J. Fitzgerald is Secretary and Treasurer and E. F. O'Malley, Vice President.

To manage the Cleveland firm, Richard J. Berry has been selected, as President and General Manager. Mr. Berry has been connected with the pipe covering business for the past twenty years, having been in the employ of a Cleveland Asbestos House as Superintendent of Construction. He is well known and liked among the Cleveland trade.



Richard J. Berry

The new firm began its operations on May 1st at 5808 Euclid Avenue. A complete stock of pipe and boiler coverings and other insulating materials will be carried, a contract department for installation work will be maintained and naturally, the firm will handle exclusively the products of the Standard Asbestos Mfg. Company of Chicago.

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

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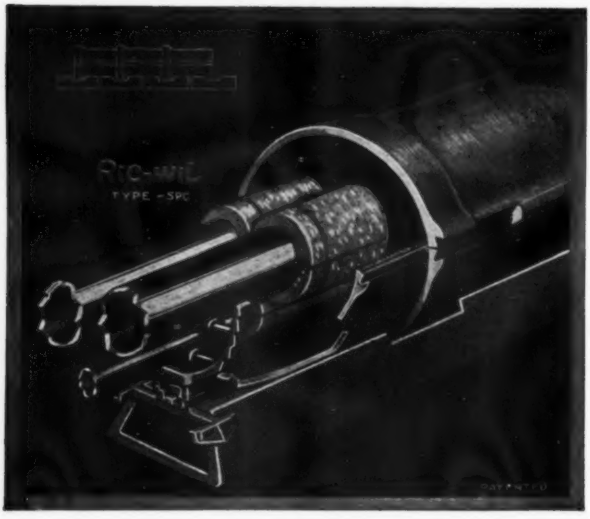
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ROVING, YARN, CORD, THREAD
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ASBESTOS CLOTHS FOR EVERY PURPOSE
FIRE RETARDANT CURTAINS
VALVE STEM, HIGH PRESSURE AND SHEET PACKING
DIE-FORMED PACKING RINGS
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OF RAYBESTOS-MANHATTAN, INC.,
NORTH CHARLESTON, S. C.

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When underground steam pipes are installed in Ric-wiL Conduit the job is permanent — the pipes and pipe covering are amply and permanently protected. Ric-wiL is easy to install and also makes the application of pipe covering an easy job. Ric-wiL Engineering Service is at your command.

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RIC-WiL

CONDUIT SYSTEMS FOR UNDERGROUND STEAM PIPES

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FACT AND FANCY

What Percentage of Asbestos Makes an Asbestos Product?

Two paint companies in Cleveland, O., were ordered by the Federal Trade Commission to cease employing the word "asbestos" in their advertising and sale of products described as liquid roofing.

The Commission contends that the idea of fireproofness is engendered in the minds of the public thru the use of the word "asbestos", while fireproofness is not the purpose for which asbestos is placed in a roofing compound.

As a matter of fact asbestos is added to roofing compound to prevent crawling of the film, and consequent "cracking". Tests show that as the asbestos content is increased (up to a point beyond which the addition of asbestos will make the liquid too plastic to be successfully applied with a brush) there is a comparative tendency against the film of the paint crawling into small islands.

Only 5.7% of asbestos was used in the roofing compound made by the companies referred to. This amount is much smaller than that contained in samples of paint which showed a satisfactory durability test because of the asbestos content.

The effort to make the public "asbestos conscious" appears to be succeeding rather well when a content of but 5.7% of asbestos is featured to exploit a product.

Courage.

Residents of a certain community were startled a few weeks ago to learn that one of their most trusted young men, employed in the local bank, had not only gotten away with a large quantity of the bank's funds, but, when detected, had killed his wife and shot himself.

The story, with slight variations, can be duplicated many times over thruout the country in these last few months.

The theft began, as always, by *borrowing* the bank's funds with the idea of putting it back when a fortune was

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made in the high vaunting stock market: other thefts made to cover the first; always the urge to make easy money and more money; a higher scale of living, demands here, demands there, for an expensive house, high powered automobiles, ever mounting expenses of one kind and another—all leading to one and the same end, the market crash, months of fear and worry, detection and—generally, suicide.

Thru it all runs one persistent thread—lack of courage.

It takes courage these days even to face the day to day routine, and the many obstacles and disappointments which seem to crop up overnight; to face dwindling balance sheets, lost accounts, mounting expenses.

But we only have to live one day at a time; have courage for that day, and tomorrow, next week and next year will develop a courage of their own.

Courage with caution, (not reckless abandon) will win out if we are persistent enough and patient enough; and very likely by 1937 or 38 or 39, whenever the next period of prosperity is due, we will have need of all the courage we have accumulated, to resist the returning temptation of good business and soaring stock prices.

A reader inquires for the name and address of a firm manufacturing a brake lining testing machine, the firm name being "Manathan," "Manhattan" or something similar. Can anyone supply this information?

WANTED—Asbestos Sheeters approxmiately 150" x 50". **Address Box 6U-N "ASBESTOS."**

BLUE ASBESTOS

Buy Direct from the Producer

KURUMAN ASBESTOS PRODUCERS ASSOCIATION

Miners of Cape Blue Crocidolite Asbestos

Superior qualities of Short, Medium and Spinning Fibres
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Cables: Metalgoods, Capetown
Codes: Bentley's; Western Union Universal A. B. C. 5th Ed.

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ASBESTOS

ASBESTOS CORPORATION LIMITED

THE LARGEST INDIVIDUAL
PRODUCER OF
RAW ASBESTOS
IN THE WORLD

THETFORD MINES
QUEBEC CANADA

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Russia

The discussion goes merrily on. A. V. MiKadze, American Representative of Rudoexport of New York City, prepares a reply to the article by E. Schaaf-Regelman published in May.

Mr. MiKadze says:

An attempt was made in an article appearing in the May issue of Asbestos to make "Soviet dumping" responsible for all the ills of the Asbestos Industry. That article contained a number of incorrect statements.

In the first place, it is claimed that the slump in the asbestos business "started about the middle of 1929 when the first shipment of Russian crude asbestos had arrived in this country." What are the facts? The United States has been a consumer of Russian asbestos for the last six years, in previous years Russian asbestos having been exported through Germany. The first commercial shipment of asbestos directly from the Soviet Union arrived in the United States November 20, 1929, a date considerably later than the "middle of 1929." During the 10 months prior to November the "flood" of asbestos imported by the Amtorg Trading Corporation totaled 1½ tons.

This question of dates is important since the article referred to conveys the impression that Soviet imports preceded the economic depression and were the original cause for the decline in the asbestos industry.

Now as to statistics. It is true that U. S. Customs figures show importations of 4,048 long tons of "crude" from the U. S. S. R., in 1930. However, only 36 per cent (1,462.7 long tons) of the Russian asbestos classified as crude is of spinnable grades. Since the Russian designation for "unmanufactured" is synonymous with the word "crude," all the Russian shipments were entered as crudes; of these, 64 per cent are short grades. As a matter of fact, hundreds of tons of these "crudes" were nothing but refuse of the Russian mines having a value of only $22 per ton. This fact was pointed out at the recent hearings before the U. S. Tariff Commission.

A comparison of such crudes with Canadian is out of

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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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place. By making such a comparison the author of the article hastily concludes that Russian crude has largely replaced Canadian. The importation of the above mentioned quantities of Russian asbestos took place only in the last four months of 1930, however, and could not have replaced Canadian during the first 8 months of 1930, when the sales of Canadian asbestos also suffered a big slump. As a matter of fact, the sales of Russian asbestos by the Amtorg in 1930 amounted to less than 300 tons.

If Canadian asbestos was used in smaller quantities last year than formerly, this was due not to the imports of Soviet asbestos, but to the present world-wide depression and the increasing use of moulded brake linings. The automotive industry is the largest user of asbestos textiles. Production of automobiles declined 34 per cent in 1930 as compared with 1929. Likewise the building industry—the largest consumer of short grades—suffered a slump of 22 per cent. As to moulded brake linings, the U. S. Census of Manufactures for 1929 shows that 18 per cent of all brake linings produced were of the moulded type.

The charge is made that "Soviet dumping" has caused the shutdown of the Arizona mines. Again, what are the facts? Due to a number of natural handicaps, such as poor transportation facilities, lack of power, and mining difficulties, the cost of production in Arizona mines is very high. It was only natural that when prices on asbestos dropped, in line with those of other commodities affected by the world-wide depression, the Arizona mines were forced to shut down. Moreover, the Regal mine was shut down in the early summmer of 1929, before any significant Soviet imports of asbestos were brought into the United States.

It is interesting to note that the decline in the price of rubber, a product also extensively used by the automobile industry, has been much greater than that of asbestos. In this case, by no stretch of the imagination can the pretext of Russian "dumping" be applied.

It is also of interest to note that the Soviet Union uses much more asbestos in the form of various manufactured articles imported from this country than it sells here. In 1930 the Amtorg Trading Corporation purchased for the Soviet Union $7,438 worth of asbestos products. Besides,

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Mines

Thetford, P. Q.
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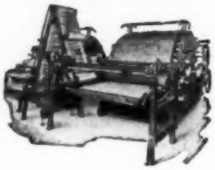
American manufacturers shipped in 1930 to the Soviet Union 20,447 wheel tractors, 2,393 tracklaying tractors, 1,376 combines and $39,791,765 worth of industrial machinery. Amtorg orders for automobiles and trucks amounted to $6,912,000. Some of the tracklaying tractors purchased contain as much as 25 pounds of asbestos products each, while the automotive equipment purchased contained at least $35,000 worth of asbestos brake lining, clutch facings and gaskets. The industrial machinery also, particulrly the oil refining machinery, included various asbestos articles. A very conservative estimate of total asbestos products imported by the Soviet Union from the United States would run well above $200,000. Sales of Russian asbestos by the Amtorg in 1930 amounted to less than a quarter of this sum. Total sales of Russian asbestos in this country in 1930 were considerably below those in previous years. The importers of Soviet asbestos maintained their usual policy of selling their products at world prices or higher, and reduced prices only when it was necessary to meet the constantly lowered quotations on Canadian and Rhodesian asbestos. Prices of Soviet asbestos in relation to the Canadian and Rhodesian were proportionally higher in 1930 than in previous years.

The charges of "dumpng" and unfair methods of competition are evidently advanced by parties interested in excluding Russian asbestos for the benefit of other foreign producers. Such attempts are hampering the development of Soviet-American trade, which in 1930 amounted to $180,000,000, with a trade balance in favor of the United States of $118,000,000.

An article by A. S. Runacres of Manganexport, Berlin, discussing the Russian Asbestos Situation, should have been published in this issue, but has been held over until July, owing to lack of space.

A new series of articles by H. R. Knickerbocker, under the title "Fighting the Red Trade Menace" is appearing in the Philadelphia Morning Ledger, and other American newspapers.

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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

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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.**

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CONTRACTORS AND DISTRIBUTORS PAGE

HOW CERTIFIED INSULATION OPERATES

Most likely those of you who read about Certified Insulation in our May issue have been wondering just how it operates, and a description of the routine followed by its sponsors, the Asbestos Bureau, Inc., of Seattle, may not be out of place.

The Asbestos Bureau, Inc., has been underwritten by the responsible Asbestos Houses (contractors) of the Pacific Northwest and they in turn are affiliated with the Pacific Coast Asbestos Association, comprising all the Asbestos Houses and National Manufacturers represented on the Pacific Coast. Any of these firms can execute a "C-I" job. Membership in the Asbestos Bureau is not restrictive and any responsible house is eligible for membership.

According to its Articles of Incorporation, the purposes of the Bureau are:

"To promote the interest of the industry of selling, erecting and installing insulating material for buildings and other structures; to advertise and otherwise give publicity to said industry; to promote its growth thru co-ordination of effort in rendering more extensive and efficient service to the public; to reform its abuses; to procure uniformity in its customs and usages and to collect and disseminate information relating thereto."

The architect, desiring to specify a "C-I" job, incorporates the following paragraph in his specifications:

"The foregoing asbestos insulation specification shall constitute a CERTIFIED INSULATION JOB guaranteed by the Asbestos Bureau, Inc. The Standard Asbestos Bureau Code[1], dated March 16, 1931, shall be a part of this specification, but in case of any conflict the specifications shall have precedence. Before final payment on this work is made the contractor must deliver to the owner or his representative an ASBESTOS BUREAU SURETY BOND in the full amount of the insulation contract, but not exceeding $5,000.00, guaranteeing during the life of the bond to replace any and all insulation not installed in strict accordance with these specifications, together with any addendas or changes authorized in writing by the owner or his representative."

When an asbestos house accepts an order to insulate a Certified Insulation job, the Asbestos Bureau is immediately advised and the job is registered. During the installation the Bureau has full access to the work and carries out the inspection necessary to protect the owner's interests.

Upon completion, the contractor makes application to the

[1] If we receive a sufficient number of requests we will be glad to publish in "ASBESTOS" the Standard Code adopted by the Asbestos Bureau.

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VERMONT ASBESTOS

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89 BROAD STREET
BOSTON - - - MASS.

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Bureau for the Bureau Bond covering this work. He certifies that the work is completed in strict accord with the owner's specifications and addendas thereto, which must be listed. Performance is assured thru a continuing bond to the Bureau guaranteeing his "C-I" jobs.

The job being satisfactorily completed, the Bureau obtains from a national surety company the required bond in favor of the owner. This bond[2] is delivered to the contractor who turns it over to the owner or his representative, and then receives his final payment. The small cost of this doubly underwritten surety is all borne by the Bureau, thus avoiding any added cost to the owner.

The Certified Insulation job benefits everyone connected with the job: it gives the owner full value and lower costs; it assures the architect of responsible bidders; the engineer of specifications fulfilled; the general contractor of more responsible subcontractors. It assures the steam fitter and plumber of better performance of his job and uniform costs with his competitor; and it gives the asbestos house improved standards of materials and workmanship and the reputation gained by such standards.

The owner really benefits the most because he is assured of the future saving of fuel.

The "C-I" plan has been advertised to architects and engineers by direct mail, and has already resulted in "C-I" being written in the specifications for a number of large building projects.

[2] Copy of the form of bond used will be supplied to anyone interested by the Bureau or by "ASBESTOS," upon request.

WAGE RATES

Louisville, Ky. Present rate is $1.31¼ per hour for mechanics, this rate having gone into effect February 1931. The previous rate was $1.25.

ASBESTOS STOCK QUOTATIONS

	Par	Div.	May 1931 High	Low	Last
Asb. Corp. (Com)	np	–	½	¼	.30
Asb. Corp. (Pfd.)	100	7	1	1	1
Carey (Com.)	100	8	(No Sales)		
Carey (Pfd.)	100	6	114	113	113¼
Certainteed (Com.)	np	–	4⅞	3¾	3¾
Certainteed (Pfd.)	100	7	20	20	20
Garlock Packing (Com).	np	–	15½	13½	13½
Garlock Pkg. (6s Deb. 1939)	100	6	90	90	90
Johns-Manville (Com.)	np	3	51⅜	40⅝	43⅝
Johns-Manville (Pfd.)	100	7	123¾	117½	118
Raybestos-Manhattan Inc. (Com.)	np	–	23⅜	19⅜	19⅜
Ruberoid (Com.)	np	4	35½	34⅝	35
Thermoid (Com.)	np	–	5½	4	4
Thermoid (Pfd. convt.)	100	7	(No Sales)		
Thermoid (6s 1934)	100	6	66⅝	64	64¾

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Cape Asbestos Company

Limited

LONDON AND SOUTH AFRICA

Pioneers in the mining and marketing of Blue and Amosite Asbestos

BLUE and AMOSITE ASBESTOS of all grades, suitable for:-

(a) Textiles.
(b) 85% Magnesia Coverings.
(c) Boiler and Bulkhead Blocks.
(d) Asbestos-Cement Pipes.
(e) Shingles

BLUE and AMOSITE ASBESTOS CLOTHS

(Chemically pure) possess the highest insulating properties and are approved by the British Admiralty. They are also specially adapted for resistance to strong acids.

The Cape Asbestos Co Limited

Morley House 28-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

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Little Lessons in Selling

SALES LEAD IN SMALL PRODUCTS

By JOHN T. BARTLETT

A salesman is as good as his bump of curiosity.

There are two major mistakes made by large numbers of salesmen in respect to suggestive selling. One mistake consists in making suggestions too promiscuously, without thought. Customers are needlessly annoyed. The other mistake consists in never making suggestions.

One employer said to this writer, "When I learn that a salesman has ceased to be interested in what a customer is buying, and why, *I discharge him.* He has ceased to be a salesman."

In a western state recently, a manufacturer, steel, carried out an investigation among retailers. The investigator called at stores, incognito, and bought a nickel's worth of nails. Not one salesman made an attempt to sell him anything else. A wholesaler sent out an investigator to buy five cents worth of fine sandpaper. She was authorized to make larger purchases if a store should attempt to sell her. She returned with nothing but sandpaper!

What does the customer want the sandpaper for? What is he using nails for? A reasonable curiosity here will reveal, in a proportion of cases, opportunities for suggestions which end in sales.

"I am not annoyed when a customer makes a trifling purchase," said an excellent salesman. "Long ago I found that small sales are an opportunity to demonstrate good service. Also, they are a clue. One lead leads to another lead. A question, put politely, pleases the customer rather than otherwise. He tells you the undertaking he is engaged in. Presto! Again and again the opportunity to suggest merchandise comes, and the sale is multiplied many times."

The Topical Index is continued on the following page. It will be concluded in the July issue.

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LTD.

RHODESIAN WHITE ASBESTOS
the products of the following MINES

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

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SUPERFINE Quality the product of
THE AMIANTHUS MINE, Kaapsche Hoop.

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DOMINION BLUE ASBESTOS MINES (Prop'y)
KURUMAN.

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OR FROM
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Sole U. S. A. Representatives

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ASBESTOS
MARKET CONDITIONS

General Business.

It would take pages to adequately report on general business conditions. Some seasonal gain, natural tapering off to summer dullness, gain in volume with price trend downward—all are true of one trade or another. A few industries, such as automobiles, tires, shoes, show improvement. In the building industry while volume remains off, an encouraging factor is found in the large total of permits issued in April.

The most encouraging report we have seen is the statement of W. L. Cooper, Director of the Bureau of Foreign & Domestic Commerce, who says that information gathered and published by the U. S. Department of Commerce, shows that recent improvement in several lines of trade and industry justifies the belief that the first quarter of 1931 has marked the turning point in the prolonged decline in business which commenced nearly two years ago.

Asbestos. Raw Material.

The following is the comment of one of our correspondents on the market situation in raw asbestos:

The market for all grades of raw asbestos continues slow—altho the demand for short fibres is showing some improvement. The supply of short grades appears inadequate to care for orders promptly, and in some cases the mines are now finding it necessary to ask for several days' notice of shipping instructions. Production continues on a low scale and two plants at Thetford Mines are the only ones operating at present in the East Broughton-Thetford Mines—Black Lake-Coleraine area.

Manufactured Asbestos Goods.

Textiles. Prices of Textiles seem to continue on the downward trend, with volume dwindling steadily. The Heater Cord manufacturers have their slackest season at this time of year, and despite price cuts no great interest has been stirred up. Brake Lining Yarn and various other Asbestos Textiles continue just as stagnant as in the past few months.

Brake Lining. The demand for Brake Lining for re-

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Allbestos CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS

❖ ❖ ❖

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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placement continues about normal for the year 1931—that is to say, about 15% under the year 1930. So far as original equipment is concerned, the production of cards is of course the best index. The industry continues agitated because of the various types of Brake Lining turned out, and until the industry more or less coalesces on standard Brake Lining types, both in the woven and in the molded, the demand will continue to be split among these various types.

Asbestos Packings are not in great demand at the present time. This is the off-season for this class of merchandise and it would be very difficult indeed to predict anything definite on the market for Packings until the summer becomes slightly advanced and reports come thru concerning the demands for this class of merchandise.

Insulation. High Pressure. The volume of new orders booked is still declining and shipments have long since caught up to unfilled orders, so that the high pressure insulation industry must be reported as running very substantially below normal capacity with no immediate indication of improvement in sight.

Low Pressure. Sales of low pressure insulation have increased slightly during the past month altho when compared with last year the report is not so favorable. Prices are firm.

Paper and Millboard. The Paper market remains about the same as last month with volume slightly up as compared with last year. Prices are fairly stable. Millboard volume is slightly off, with prices holding up well.

Asbestos Cement Products. There is little or no change in the shingle, corrugated and flat sheet market from last month. The first part of May showed an increase in volume but this tapered off by the end of the month. The market for flat sheets continues about the same.

Note: The above represent the opinions of various men in the Industry closely in touch with the several markets. If your ideas differ, let us have them, for publication.

AUTOMOBILE PRODUCTION

Automobile production in the United States and Canada during April totalled 352,867 vehicles, an increase of 63,469 over March when the total was 289,398.

The total figure for April 1930 was 468,281.

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Nicolet Asbestos Mines Limited

DANVILLE, P. Q., CANADA

ASBESTOS FIBRES

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SUPERIOR QUALITY

from the

DANVILLE DISTRICT

Suitable For the Manufacture of

SHINGLES, MILLBOARD, PAPER, CEMENTS

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ALEX. R. MARTIN, *President*

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Et Matieres Premieres

74 QUAI DE JEMMAPES PARIS, FRANCE

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The Asbestos Auto Body Develops Rapidly

A Riley six-cylinder saloon motor car had the honor to be the first equipped and actually run on the road, with an asbestos body.

This particular body was designed by F. M. Charles[1], who has an international reputation for motor-coach designing and it was first put into actual road service on May 27th.

The test run came up to expectations—drumming was noticeably absent; after the run was over one of the occupants was asked to try to smash one of the asbestos panels with a hammer, but altho a hard blow was given it, no damage resulted either to the panel itself or to the paintwork. The body tested had been formed in a mold costing about £30. The normal metal car body is made from sets of dies and these cost thousands of pounds, £30,000 being quite a normal sum to pay for dies. The saving in cost therefore would be tremendous, especially when body designs change so frequently. Time is also a factor as it takes from six to nine months to make a set of dies while the mould in which the asbestos body is formed can be, and in this case actually was, made in a week.

So far we have been unable to learn the ingredients (besides asbestos) which go into the making of these auto bodies.

The asbestos auto body, however, appears to be an actual fact and a really valuable discovery, from the standpoint of the automobile industry and that of the asbestos industry as well.

[1] The inventor of the material is A. H. J. Wright.

In spite of all these expert predictions that business will get better—it will.—The Shaft.

Most people in order to be happy want life, liberty and an automobile to pursue happiness.—The Shaft.

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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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Warming Airplane Motors

Courtesy of H. P. Whittle, Havana, Ill.

One of the most perplexing problems of an aviation mechanic is the warming of airplane motors in cold weather. Many contrivances have been tried—generally asbestos plays a part.

One mechanic developed a simple brick fireplace with a stove pipe running up to the motor. At the suggestion of a friend a piece of asbestos paper was wrapped around the pipe so that more heat might reach the motor.

The one chief objection to this idea was the necessity of rolling a plane up to it before using, and it was not always convenient to do so.

The mechanic decided he must have something portable and so built a drum with a pipe insulated with asbestos, heating this with a common plumbers pot.

This being rather clumsy, the next idea was a compact heating unit contained in a drum 18 inches high and 8 inches in diameter, thoroly insulated with asbestos aircell, and a tube of asbestos cloth sewed with asbestos thread to carry the heat to the motor. The tube was collapsible and when not in use folded into the top of the drum. This heater has proven most satisfactory in its year's service.

Just another everyday problem which asbestos helped to solve.

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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RUSSIAN ASBESTOS

OF

ALL GRADES RANGING FROM FINEST CRUDES TO SHORTS.

SUITABLE FOR THE MANUFACTURE OF TEXTILES, SHINGLES, MOULDED BRAKE LININGS, 85% MAGNESIA COVERINGS, ETC.

FREE FROM GRIT OR TALC
EXTREMELY STRONG

SAMPLES AND PRICES SUBMITTED BY THE

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AMTORG TRADING CORP.
261 FIFTH AVE., NEW YORK, N. Y.
OR
ASBESTOS LIMITED INC.
8 WEST 40TH ST., NEW YORK, N. Y.

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Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	March 1931 Tons (2000 lbs.)	Value		
Bulawayo District				
Croft (Afr. Asb. Mng. Co., Ltd.)	1.95	£ 39	..	.
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	4.87	97	10	.
Ormonde (J. S. Hancock)	10.64	136	4	4
Pangani (Filabusi Asb. Co. Ltd.) ...	136.42	2,728	9	2
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	668.55	11,699	11	6
Lomagundi District				
Ethel (Rho. Chrome & Asb. Co. Ltd.)	25.65	513	..	.
Victoria District				
Gath's (Rho. & Gen. Asb. Corp. Ltd.)	202.78	3,548	14	.
King (Rho. & Gen. Asb. Corp. Ltd.)	191.19	3,345	18	3
King (declared from reserve stock)..	699.14	12,235	2	6
Regina A (Afr. Asb. Mng. Co. Ltd.)..	54.00	1,020	.	.
	1,995.19	£35,363	9	9
March 1930	*3,078.23*	*£62,993*	.	.

Africa (Union of South).

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

	March 1930 Tons (2000 lbs.)	Value	March 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	494.55	£ 7,260	232.10	£ 2,308
Chrysotile	1,417.25	16,957	1,056.00	13,833
Cape				
Blue	477.00	10,976	355.12	9,890
	2,388.80	£35,193	1,643.22	£26,031

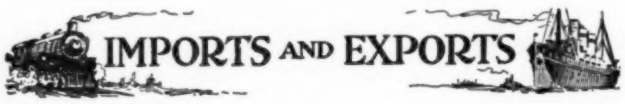
In reporting in the May number, production of the Union of South Africa during 1930 divided as to grades, we neglected to state that this covered the chrysotile variety only; blue and amosite not being included.

Canada.

(Statistics published by Dominion Bureau of Statistics).

March 1931 ..... 13,114 tons (2000 lbs.)
March 1930 ..... *19,559 tons (2000 lbs.)*

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Imports into U. S. A.

Unmanufactured Asbestos.

	April 1930 Tons (2240 lbs.)	April 1930 Value	April 1931 Tons (2240 lbs.)	April 1931 Value
Africa (Br. S.)	145	$ 25,211	109	$ 12,011
Africa (Port. E.)	36	15,202	112	24,910
Canada	17,457	565,044	10,518	302,538
Germany	151	44,271	2	67
Italy	24	3,428	28	1,455
Russia	3	838	..	...
United Kingdom	7	2,908	124	21,121
	17,823	$656,902	10,893	$362,102
Tabulation of Crude only:				
Africa (Br. S.)	145	25,211	109	12,011
Africa (Port. E.)	36	15,202	112	24,910
Canada	154	52,297	60	16,970
Germany	151	44,271	..	...
Italy	24	3,428	4	1,140
Russia	3	838	..	...
United Kingdom	7	2,908	124	21,121
	520	$144,155	409	$76,152
Other Grades				
Mill Fibre (Canada)	6,395	337,585	3,830	183,508
Mill Fibre (Germany)	...	...	2	67
Lower Grades (Canada)	10,908	175,162	6,628	102,060
Lower Grades (Italy)	...	...	24	315
	17,303	$512,747	10,484	$285,950

Manufactured Asbestos Goods:

	April 1930 Pounds	April 1930 Value	April 1931 Pounds	April 1931 Value
Yarn—				
United Kingdom	152	$ 114	2,010	$ 1,189
Fabrics, Woven—				
United Kingdom	1,586	2,164	...	...
Packing, Fabric—				
Canada	30	12	...	...
United Kingdom	..	..	2,923	1,643
Packing, not Fabric—				
Austria	2,230	666	207	347
Germany	1,242	1,106	2,251	973
United Kingdom	17,831	6,598	2,040	467

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	April 1930 Pounds	April 1930 Value	April 1931 Pounds	April 1931 Value
Shingles, and Slates of Asbestos Cement, colored, etc.—*				
Belgium	468,953	6,215	...	...
Canada	900	14	...	...
France	45,218	662	41,361	470
Germany	127,646	2,228	...	...
Yugoslavia	47,166	632	...	...
Shingles and Slates, plain—*				
Belgium	...	...	52,200	720
France	...	...	564,141	7,242
Lumber of Asbestos Cement—				
Belgium	15,402	744	...	...
Italy	7,417	211	...	...
Articles in Part of Asbestos, Decorated, etc.—				
Belgium	...	...	2,500	75
Brake and Clutch Lining, Woven—				
Germany	...	...	1,668	545
Pipe Covering and Asbestos Cement—				
Canada	...	...	1,585	87
United Kingdom	...	...	62,546	6,402
Paper and Millboard—None.				
Brake and Clutch Lining, Molded—None.				
Other Manufactures—				
Canada	27	180	...	...
France	200	67	...	...
	736,000	$21,613	735,432	$20,169

* 1930 figures not divided as to plain or colored.

Exports from U. S. A.

During March[1] 1931, 222 tons of Unmanufactured Asbestos, valued at $15,298 were exported; 54 tons, valued at $8,310 were exported during March[1] 1930.

Exports of Manufactured Asbestos Goods:

	March[1] 1930 Pounds	March[1] 1930 Value	March[1] 1931 Pounds	March[1] 1931 Value
Paper, Millboard & Rlbd.	265,876	$10,973	426,985	$21,335
Pipe Covering & Cement	679,195	66,358	428,511	22,525
Textiles, Yarn & Packing	150,881	84,303	159,331	69,981
Brake Lining[2]	581,938	113,033	...	...
Molded or Semi-molded[2]	...	...	...	22,919
Not Molded[2]	...	...	404,079	82,209
Magnesia & Mfrs. of	1,078,612	74,345	497,251	31,953
Asbestos Roofing[3]	4,217	33,651	2,508	6,479
Other Manufactures	426,523	43,354	201,034	20,365

[1] Exports one mo. behind imports. [2] Lin. Ft. [3] Squares.

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Exports of Raw Asbestos from Canada.

	April 1930 Tons (2000 lbs.)	April 1930 Value	April 1931 Tons (2000 lbs.)	April 1931 Value
United Kingdom	305	26,100	282	21,640
United States	5,822	301,262	3,835	178,549
Australia	62	4,800	...	...
Belgium	370	17,924	45	2,412
France	520	33,650	192	11,075
Germany	152	30,319	82	9,240
Italy	300	32,550	85	5,950
Japan	322	17,948	81	7,988
Netherlands	66	2,970	20	1,000
	7,919	$467,523	4,622	$237,854
Asbestos Sand and Waste—				
United Kingdom	200	4,687	200	5,000
United States	9,671	147,695	6,144	86,336
New Zealand	..	...	1	10
Belgium	50	750	30	450
France	..	...	..	...
Germany	30	750	..	...
Italy	60	1,350	..	...
Japan	30	625	..	...
Netherlands	85	2,125	30	750
	10,126	$157,982	6,405	$92,546
Grand Total	*18,045*	*$625,505*	*11,027*	*$330,400*

Imports and Exports by England.

Imports of Raw Material.

	April 1930 Tons (2240 lbs.)	April 1930 Value	April 1931 Tons (2240 lbs.)	April 1931 Value
From Rhodesia	705	£28,411	215	£ 9,584
From Canada	245	5,760	50	661
From Other Countries	966	25,264	881	21,038
	1,916	£59,435	1,146	£31,283
Re-Shipments	55	£ 2,610	169	£ 4,650

Exports of Manufactured Asbestos Goods:

To Netherlands	52	5,809	66	5,861
To France	70	6,689	30	5,371
To U. S. of America	8	1,630	5	998
To British India	907	15,360	633	14,523
To Australia	29	6,420	7	2,075
To Other Countries	1,704	80,142	1,276	59,142
	2,770	£116,050	2,017	£87,970

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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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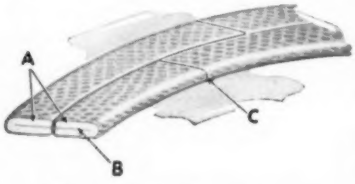
New Products

(Or Variations of Old Ones)

Samples of the articles described may be obtained by addressing the manufacturers thereof.

A New Gasket Material—in Buttonhole Style—By Garlock.

The apparently simple device of making a gasket tape in such form that it may be "buttoned" on, has solved a number of problems in making tight joints on tanks of large diameters, front ends of locomotives, etc.



Showing the Construction

For jobs of this sort the ideal gasket material must be easy to apply, simple in construction, mechanically correct in design, positive in action and economical in cost.

The Garlock Packing Company of Palmyra, N. Y., recently developed a very interesting product, their Button Hole Tape, so simple a device that it seems odd no one ever thought of it before. But it is one of those simple, obvious things that take real brains to discover.

Garlock Button Hole Tape is made up of two parallel courses of high grade folded asbestos cloth joined together by a single ply of bonding fabric. It contains no button holes when shipped, but the insertion



Applying the Button Hole Tape to the flange of a large tank.

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of a knife blade between the two parallel sections, cuts the bonding fabric, forming a buttonhole which slips readily over the bolt or stud. With no tools other than a knife, any workman can quickly make a perfect gasket which will remain in place, fit correctly, lie flat and form a positive seal around every bolt.

Ordinarily the buttonholes are cut as the tape is applied, thus avoiding all waste and possibility of error in measurement. If, however, it is desirable to cut the holes at the bench before applying the tape, the printed one inch graduation marks on the tape will simplify the task.

The tape is manufactured in coils of any desired length and in all regular widths and thicknesses. The Garlock Packing Company has applied for patent on the idea.

Rodtite—A New Packing by Darcoid Company.

Not long ago The Darcoid Company, 179 Christopher Street, New York City, developed a new type of packing, suitable for various service conditions, the outstanding feature being its dry, silky, fluffy texture.



This packing, which has been christened "Rodtite", is put up in three forms, spiral, loose and ring.

It is a flexible packing, manufactured of **specially shredded** long fibre asbestos, anti-friction metal, graphite, and a lubricant which is not affected by the action of heat, air, steam, gasoline, petroleum, distillates or hot or cold water. Its fluffy texture is due to the exclusive

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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.

APPLY FOR SAMPLES AND PRICES TO SOLE AGENTS—

CYPRUS TRADING CORPORATION, Ltd.
49, ST. JAMES'S STREET
LONDON, S. W. 1

BECKER & HAAG

RAW ASBESTOS

STOCKS OF ALL GRADES
HAMBURG
ROTTERDAM

BERLIN S W 11
BERNBURGERSTR 31
Cable Address
Canada - Berlin

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process of shredding the asbestos and results in a packing which is exceptionally resilient and readily responsive to gland pressure. It is claimed that Rodtite will not become hard, nor bind, under any kind of service.

This packing is made in six different types. Type A is for general service, gasoline, oil, hot or cold water, ammonia, air, distillates or any other service where temperature is under 610°. B is for superheat service—temperature 610° to 1100° F. C. is for use with hydrochloric acid, lime and muriatic acid; D for nitric, caustic, sodium sulphide; E. for sulphuric acid. F, which contains no graphite, is for food products, milk or liquid which might be affected by graphite.

The Darcoid Company tell us that Rodtite has been tried and tested under practically every known condition. They will gladly supply information as to sizes, etc., upon request.

Cemesto-Board — By Celotex.

A new insulating Board has been designed by the Celotex Company, 919 N. Michigan Avenue, Chicago.

Cemesto-Board is a Celotex core (most of our readers know that Celotex is manufactured from bagasse—sugar cane) with a 1/8 in. thick layer of asbestos cement applied to either or both sides. The product is an integral material as methods have been developed by which the wet asbestos sheet may be applied to the Celotex directly as it comes from the cylinders on which it is fabricated.

A more detailed description will be given in a later issue.

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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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month includes the following: J. C. V. Wildman, Sales Agent, British Belting & Asbestos Company, London, England, whose birthday falls on June 16th; Royal Mattison, Vice President, Keasbey & Mattison Company, and affiliated companies, June 21st; Chester A. Middleton, Managing-Director, Johns-Manville Corporation of Brazil, Sao Paulo, Brazil, June 27th; L. B. Palmer-Ball, President, Palmer Asbestos & Rubber Corp., Chicago, Ill., June 29th; George L. Hammons, President, United States Asbestos Co., of Illinois, Chicago, Ill., July 4th; O. J. Garlock, President Crandall Packing Company, Palmyra, N. Y., July 5th; Charles S. Wood, President, Chas. S. Wood & Company, Newark, N. J., July 6th; to all of whom we extend most hearty congratulations.

Matthew Balich Corporation of 204 W. 68th St., New York City, announce that they now have associated with them, William N. Ennis, as Vice President & General Manager. They have also added to their organization the following gentlemen who will act as Sales Engineers: Harry B. Gordon, Harry J. Kirches, Louis J. Rauchenberger. All have been connected with the insulation industry for a number of years and have had wide experience in insulation lines.

"Conquering Deepwater's Heat Insulation Problems" is the title of a new advertising booklet, recently published by the Keasbey & Mattison Company. This is the story of the insulation of the Deepwater Power Station at Deepwater, N. J., one of the first central stations built for 1250-lb. operation. The booklet is most attractively printed and illustrated. Copy will be supplied upon request to anyone interested.

N. E. Newman, President of Asbestos Limited, Inc., New York City, sailed on the S. S. "Europa," on Monday, May 18th, going directly to Moscow.

The Luse-Stevenson Company of Chicago, Ill., have moved to 228 N. LaSalle Street, Builders Building. They were formerly located at 307 N. Michigan Avenue. The firm does insulation contract work, imports cork-board and handles various insulation and roofing materials.

Raybestos-Manhattan, Inc., during the quarter ended March 31, 1931, earned $241,203.84, or 35c a share on the 676,012 shares outstanding, after providing $137,295.08 for depreciation of buildings and machinery, and $35,075.28 for Federal and State Income taxes, as compared with an operating loss for the quarter ended December 31, 1930, of $95,206.22. In the quarter ended March 31, 1930, the net earnings were $450,975.73 or 67c per share.

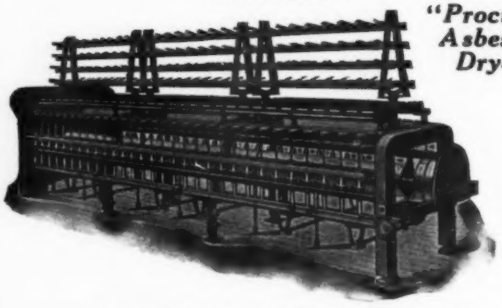
The Balance Sheet at the end of March (1931) showed cur-

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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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rent assets of $8,500,788.86, including cash, municipal bonds and other marketable securities of $3,164,914.76, and current liabilities of $732,813.46, a ratio of 11½ to 1. The Company has no bank loans, funded debt, nor other capital obligations, other than its common stock.

The Directors declared the usual quarterly dividend of 65c per share, payable June 15, 1931, to stockholders of record May 29, 1931.

"Safeguarding Your Pipe Line Investment" which describes J. M. Asbestos Pipe Line Felts, is an attractive 12 page pamphlet recently published by Johns-Manville Corporation.

"The Manufacture of Asbestos Products," is the title of an article appearing in the May 9th issue of the India Rubber Journal. Our copy will be lent to anyone interested.

The Russell Mfg. Company of Middletown, Conn., recently appointed the following distributors, handling the entire Rusco Line: Auto Brake Parts Co., 1308 McKinney Ave., Dallas, Texas; Rusco Products Company, 2040-42 Broadway, Denver, Colo., The Fiske Leavitt Co., 640 Pleasant St., Beloit, Wis.

A divisional managers' meeting was held at the factory at Middletown, Conn., on May 28, 29 and 30, to discuss future plans of the company. These managers have conducted a thoro investigation of current conditions in all parts of the country during the past few weeks and their reports will be brought before the meeting for the purpose of planning future business.

Deutsche Asbestwerke A. G., of Manheim, Germany, has acquired the Asbestos works of the Mannheimer Gummi-Guttapercha & Asbest Fabrik A. G., an dthe latter will continue independently the manufacture of their specialties as the Deutsche Asbestwerke Manheim plant.

Asbestos Manufacturing Company, Huntington, Ind. At the recent annual meeting of this company, the following officers were elected: Chairman of the Board and General Manager, R. J. Evans; President, F. C. Edson; Vice Presidents, E. H. Janes, and L. J. Miley; Secretary & Treasurer, M. L. Brown; Asst. Secretary, P. W. Churchman; Asst. Treasurer, H. D. LaMont.

Mitsui & Company, Ltd., of New York City, on June 8th, moved their offices to the Empire State Building, 350 Fifth Avenue. They were formerly located at 65 Broadway and 180 Madison Avenue.

Eureka Packing Co. and Braiding & Pkg. Works of America, Inc., of Brooklyn, N. Y. (250 - 46th Street) have recently purchased the Trade Mark and rights to manufacture genuine "Ambest" Metallic Packing, in loose strand form, encased and in ring form. "Ambest" Packing was formerly manufactured by the Ambest Metallic Packing Company of 78 Murray St., New York City. A circular describing Ambest will be supplied upon request. Ambest is not an asbestos product.

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ASBESTOS

Cape Asbestos Company, Ltd., London. Report of the Directors for the year ended December 31, 1930, has been issued, the annual meeting having been held on June 12th. The accounts show a profit, after provision for Taxation and Bad and Doubtful Debts, and including income from Capamianto, S. A. I., Turin, of £26,210/16/10 to which can be added a balance brought forward from 1929 of £13,704/1/3, or a total of £39,914/18/1. From this a dividend of 5%, (£6,250) has been paid on the Preference Shares, and the Directors have recommended a dividend of 5% per annum on the Ordinary Shares, and a final dividend on the Preference Shares equivalent to the final dividend on the Ordinary Shares, each of these amounting to £6,250, leaving a balance to be carried forward of £21,164/18/1.

The Capital of the Company was increased in February 1930 from £200,000 to £300,000, a further 25,000 Preference Shares and 25,000 Ordinary Shares being issued.

The blue asbestos mines in South Africa owned by the Company were working to capacity thruout the year but reduced demand for amosite necessitated the curtailment of the mining operations of Egnep, Ltd., in which the company holds a controlling interest. The business of the Italian Company, Capamianto S. A. I., Turin, has continued to expand and shows increased profits.

A copy of the Balance sheet follows:

Assets

Cash at Bankers on Deposit and Current Accounts, U. of S. A. Govt. Treas. Bills and Cash in hand	£ 75,997	17	4
British Government Securities at Cost	10,503	14	6
Investment at under market price	1,000	0	0
Bills Receivable	18,683	11	10
Sundry Debtors, less Reserves	24,123	11	8
Amt. Due on Subsidiary Companies	68,883	12	1
Holdings in Subsidiary Cos. at cost less amt. written off	69,982	2	3
Freehold Land and Factory at Barking at cost, less depr.	45,893	0	0
Freehold Land and Factory at Turin at cost, less depr.	23,489	12	8
Asbestos Estates in South Africa at cost, less depr.	39,193	10	8
Machinery, Plant, Buildings, Furniture and Live Stock at cost, less depr.	13,594	17	0
Stock of Crude and Mfd. Asb. and Stores	99,343	5	4
	£490,688	15	4

Liabilities

Capital Account, Authorized and Issued			
Authorized: 150,000 Ord. Shares of £1 ea.			
150,000 Cum. 5% Part. Pref. Shs. £1 ea.			
Issued: 125,000 Ord. Shares of £1 ea.	£125,000	0	0
125,000 Cum. 5% Part. Pref. Shs. £1 ea	125,000	0	0
Reserve Fund	150,000	0	0
Staff Benefit Fund	16,849	3	6
First Mort. & Pur. consideration payable prop. in S. A.	7,621	5	0
Bills Payable	1,589	4	2
Sundry Creditors	6,257	3	3
Provision for Income Tax and Contingencies	18,457	1	4
Profit and Loss Account—Bal. brt. forward from last year	13,704	1	3
Add Profit for the year 1930	26,210	16	10
	£490,688	15	4

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Fred Patee, President of the Patee Asbestos Shingle Company of Casper, Wyo., received a letter last week from the Burlington Railway Company saying that the Federal Traffic Board had notified them of a shipment of 86,000 lbs. of Asbestos Chimneys from the Patee Abestos Shingle Company for Boulder City, Nev. This is two carloads of Patee Asbestos Chimneys that are going into the government houses in the model city being built by the Government at Hoover Dam. This shipment is only a small part of orders to follow for these buildings.

Frankfurt Asbestos Works of Germany show a loss in 1930 of 17,130 Reichmarks. This amount, together with a sum of 720 Reichmarks representing dividend on the company's small issue of preference shares, is deducted from the profit balance of 111,417 Reichmarks brought into the accounts from 1929, reducing it to 93,567 Reichmarks.—India Rubber Journal.

Cape Asbestos Co. Giles Newton was appointed General Manager of this Company on April 15th.

"The Seven Ages of Johns-Manville" is the title of an article published in the June issue of "Fortune" magazine. It is really a short history of Johns-Manville Corporation, written in an entertaining style and illustrated. "Fortune" cannot be purchased at news stands, but can be obtained from the publishers, at 205 E. 42nd St., New York City, at $1.00 a copy. Or you can look over our copy if you will stop in our office—it is too large to mail satisfactorily.

J. B. Lippincott Co., of Los Angeles, San Francisco, Seattle, Wash., and El Paso, Texas, have been appointed representatives on the Pacific Coast by the Norristown Magnesia & Asbestos Company, for the sale of Asbestos Paper, Rollboard, Millboard and Corrugated Paper. This effective June 1st.

G. A. MacArthur Company, insulation contractors and distributors of asbestos products, in St. Paul, Minn., have just issued a most attractive and comprehensive 90 page catalog, showing all of the many asbestos and other materials they handle, giving descriptions, illustrations, tables, prices, etc. The book is 8" x 10½".

The Russell Manufacturing Company has been selected by the American Cable Company to handle the exclusive replacements distribution of the Tru-Stop emergency brake. Rusco will stock a complete line of replacement parts for this brake in all of its seven branches. The Tru-Stop brake is used by practically all the larger bus and truck manufacturers being standard equipment on more than seventy models at the present time.

Johns-Manville Corporation has declared the regular quarterly dividends of 75c on common, payable July 15th to those on record June 24, and $1.75 on the preferred, payable July 1 to record of June 10th.

"Safeguarding Your Pipe Line Investment" which describes J. M. Asbestos Pipe Line Felts, is an attractive 12 page brochure recently published by Johns-Manville Corporation.

The Thermoid Company reports a marked improvement in the business outlook for the current quarter, with sales for the

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month of April alone totalling 45% of the sales for the entire first quarter. The company has added ninety new dealers (for the handling of Thermoid brake lining) during the past six months.

The Southern Asbestos Company, subsidiary of Thermoid, reports their volume of business in March 54% ahead of March 1930, the total volume for the first quarter of 1931 showing an increase of 26% over that of a year ago. The Woven Steel Hose Rubber Company, another subsidiary, reports an increase of 115 per cent in dollar sales for March 1931 as compared with March 1930.

Asbestos Manufacturing Company, Limited. Announcement has been made at the head office in Quebec, P. Q., that this company has gone into liquidation. The necessary proceedings were initiated under the Winding-Up Act, and Messrs. Larue, Trudel & Picher were appointed temporary liquidators by Chief Justice Sir Francois Lemieuz. From information gathered it was learned that the assets were valued at $850,000 and the liabilities at about $400,000, including $350,000 of bonds. The company has a factory at Lachine, P. Q., where it manufactures asbestos cement products, and a branch office in Montreal

C. H. Carlough was awarded $1,283. in his suit for damages against the Southern Asbestos Company, in a special term of the civil court on May 29th, under Judge John M. Oglesby. The plaintiff alleged that the asbestos company owed him that amount for back pay during his connection with the firm, and was awarded the full amount.

Carolina Asbestos Company. W. H. Truesdell has recently joined the Carolina Asbestos Company as active chairman of the Board of Directors. With the exception of Mr. Truesdell, the executive personnel remains the same as previously, viz: C. H. Carlough, President; W. K. Medernach, Secretary-Treasurer. Mr. Trusdell, Mr. Carlough and Mr. Medernach have all worked very closely together in their previous connection and the Carolina Asbestos Company is extremely pleased to announce to the trade Mr. Truesdell's connection with them.

Philip Carey Mfg. Company. The Board of Directors have declared a dividend on the Preferred Stock of 1½% payable June 30, 1931 to stockholders of record June 20th. Also a dividend of 2% on the common stock of the Company payable June 15th to stockholders of record June 10th.

Johns Manville Corporation announce with deep regret the death of Dr. A. M. Hamblet, Director of Research, on Sunday evening, June 7. Remarkable results have been accomplished by Dr. Hamblet in his research activities, and his death is a serious loss to his Company and to the Asbestos industry.

BUILDING

The construction industry taken as a whole shows no improvement. Total contracts awarded for May were $306,079,100, showing a larger loss from April than customary.

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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).

Resistal Serial No. 312,469. Ambler Asbestos Shingle & Sheathing Co., Ambler, Pa. For asbestos composition board. Passed on May 12, 1931.

Plant, representation of cross, in a circle. Serial No. 312,239. Plant Rubber Asbestos Works, San Francisco, Calif. For thermal insulating materials and pipe coverings. Passed on May 12th.

PATENTS

Manufacture and Treatment of Automobile Brake Band Linings, etc. No. 1,797,141. Granted on March 17th to Aurborn L. Hager and Lou S. Hager, Nashville, Tenn. Filed Aug. 17, 1928. Serial No. 300,302.

Described as a brake lining formed of fabric material, impregnated with a solution of graphite, white lead and creosote.

Method of Manufacturing and Treating Brake Bands. No. 1,797,142. Granted on March 17th, to Aurborn L. Hager and Lou S. Hager, Nashville, Tenn. Original application filed as above. Divided and this application filed July 12, 1929. Serial No. 377,912.

Described as the method of preparing brake bands which consists in weaving a fabric impregnating the fabric during the process of weaving with a solution containing graphite, white lead and creosote and subjecting the woven, impregnated fabric to heat to harden the white lead and the graphite.

Manufacture of Yarns. No. 1,798,359. Granted on March 31st to Edward Slade of New York City. Filed April 5, 1928. Serial No. 267,564.

Described as a method of continuously producing yarns comprising a core, sheath and binder, which consists in advancing the core, drawing the sheath into enveloping relationship on said core, winding a filamentary binder under combination in spaced convolutions about said sheath and core and separately feeding the sheath to a point adjacent the point at which the sheath is brought into enveloping relationship to the core, whereby the sheath is subject to relatively slight tension at the time the binder is applied.

Gasket. No. 1,798,246. Granted on March 31st to Stephen W. Braner, Chicago, Ill., assignor to Victor Mfg. & Gasket Company, Chicago, Ill., a corporation of Illinois. Filed Sept. 19, 1930. Serial No. 483,068. Description upon request.

Sheet Fastening. No. 1,800,609. Granted on April 14th to Ralph E. Drake, Jamaica, N. Y. Assignor to Johns-Manville Corporation. Filed March 30, 1929. Serial No. 351,236. Description upon request.

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month of April alone totalling 45% of the sales for the entire first quarter. The company has added ninety new dealers (for the handling of Thermoid brake lining) during the past six months.

The Southern Asbestos Company, subsidiary of Thermoid, reports their volume of business in March 54% ahead of March 1930, the total volume for the first quarter of 1931 showing an increase of 26% over that of a year ago. The Woven Steel Hose Rubber Company, another subsidiary, reports an increase of 115 per cent in dollar sales for March 1931 as compared with March 1930.

Asbestos Manufacturing Company, Limited. Announcement has been made at the head office in Quebec, P. Q., that this company has gone into liquidation. The necessary proceedings were initiated under the Winding-Up Act, and Messrs. Larue, Trudel & Picher were appointed temporary liquidators by Chief Justice Sir Francois Lemieuz. From information gathered it was learned that the assets were valued at $850,000 and the liabilities at about $400,000, including $350,000 of bonds. The company has a factory at Lachine, P. Q., where it manufactures asbestos cement products, and a branch office in Montreal

C. H. Carlough was awarded $1,283. in his suit for damages against the Southern Asbestos Company, in a special term of the civil court on May 29th, under Judge John M. Oglesby. The plaintiff alleged that the asbestos company owed him that amount for back pay during his connection with the firm, and was awarded the full amount.

Carolina Asbestos Company. W. H. Truesdell has recently joined the Carolina Asbestos Company as active chairman of the Board of Directors. With the exception of Mr. Truesdell, the executive personnel remains the same as previously, viz: C. H. Carlough, President; W. K. Medernach, Secretary-Treasurer. Mr. Trusdell, Mr. Carlough and Mr. Medernach have all worked very closely together in their previous connection and the Carolina Asbestos Company is extremely pleased to announce to the trade Mr. Truesdell's connection with them.

Philip Carey Mfg. Company. The Board of Directors have declared a dividend on the Preferred Stock of 1½% payable June 30, 1931 to stockholders of record June 20th. Also a dividend of 2% on the common stock of the Company payable June 15th to stockholders of record June 10th.

Johns Manville Corporation announce with deep regret the death of Dr. A. M. Hamblet, Director of Research, on Sunday evening, June 7. Remarkable results have been accomplished by Dr. Hamblet in his research activities, and his death is a serious loss to his Company and to the Asbestos industry.

BUILDING

The construction industry taken as a whole shows no improvement. Total contracts awarded for May were $306,079,100, showing a larger loss from April than customary.

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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).

Resistal Serial No. 312,469. Ambler Asbestos Shingle & Sheathing Co., Ambler, Pa. For asbestos composition board. Passed on May 12, 1931.

Plant, representation of cross, in a circle. Serial No. 312,239. Plant Rubber Asbestos Works, San Francisco, Calif. For thermal insulating materials and pipe coverings. Passed on May 12th.

PATENTS

Manufacture and Treatment of Automobile Brake Band Linings, etc. No. 1,797,141. Granted on March 17th to Aurborn L. Hager and Lou S. Hager, Nashville, Tenn. Filed Aug. 17, 1928. Serial No. 300,302.

Described as a brake lining formed of fabric material, impregnated with a solution of graphite, white lead and creosote.

Method of Manufacturing and Treating Brake Bands. No. 1,797,142. Granted on March 17th, to Aurborn L. Hager and Lou S. Hager, Nashville, Tenn. Original application filed as above. Divided and this application filed July 12, 1929. Serial No. 377,912.

Described as the method of preparing brake bands which consists in weaving a fabric impregnating the fabric during the process of weaving with a solution containing graphite, white lead and creosote and subjecting the woven, impregnated fabric to heat to harden the white lead and the graphite.

Manufacture of Yarns. No. 1,798,359. Granted on March 31st to Edward Slade of New York City. Filed April 5, 1928. Serial No. 267,564.

Described as a method of continuously producing yarns comprising a core, sheath and binder, which consists in advancing the core, drawing the sheath into enveloping relationship on said core, winding a filamentary binder under combination in spaced convolutions about said sheath and core and separately feeding the sheath to a point adjacent the point at which the sheath is brought into enveloping relationship to the core, whereby the sheath is subject to relatively slight tension at the time the binder is applied.

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THIS AND THAT

This issue of "ASBESTOS" ends our twelfth year. The thirteenth, beginning with July, will be the best ever. Help us to make it so by keeping us informed of new developments, news and your ideas on the various problems before the Industry.

A month or so ago a reader asked who manufactured or distributed a packing called "Aso".

The Clark Asbestos Company, 1893 E. 55th St., Cleveland, Ohio, suggest that possibly "Ace-O-Pax", manufactured by the Paxall Co., Inc., Cranford, N. J., is referred to. "Ace-O-Pax" is an asbestos packing of various types for different uses. Further information can be obtained from the manufacturers or from the Clark Asbestos Company.

Exports of asbestos from Cyprus, according to U. S. Commerce Reports, were valued at £207,562 in 1927; £231,692 in 1928 and £292,971 in 1929.

No currency is elastic enough to stretch from earning capacity to desire.

Ambler Asbestos Waltile has just been installed in the bathroom at the Editor's Home, with most pleasing results. We knew this material was good looking but the finished job far exceeded our expectations. This particular installation is white but the material is made in various pleasing colors. Several people have mistaken it for real tile.

Most people's conception of wealth is twice their present income,—and, if they achieve that figure, then it is double the figure achieved.

A subscriber is very eager to obtain copies of the July and September 1919 issues of "ASBESTOS," in order to complete his file. If anyone has these copies to spare we will be glad to buy them at a price of $1.00 each.

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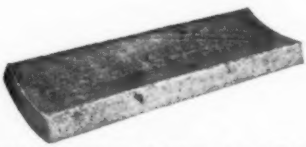


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Sam Brown's House

Sam Brown bought a house and the very first day
He started to worry his life away.

The house stood far from the beaten track,
And a fire could burn the whole place black.

Now Sam had a lot of good common sense,
And he struck an idea which was immense.

"Why worry myself that the sparks may fly?
With a roof of asbestos we'll get by.

"The outside's stucco, that's quite true,
And asbestos roofs are fireproof, too."

Now tho Sam's worries entirely ceased,
The value of his house at once increased!

The moral of this tale is plain to see,
A necessary thing can a blessing be.

ESTHER L. SCHWARTZ

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