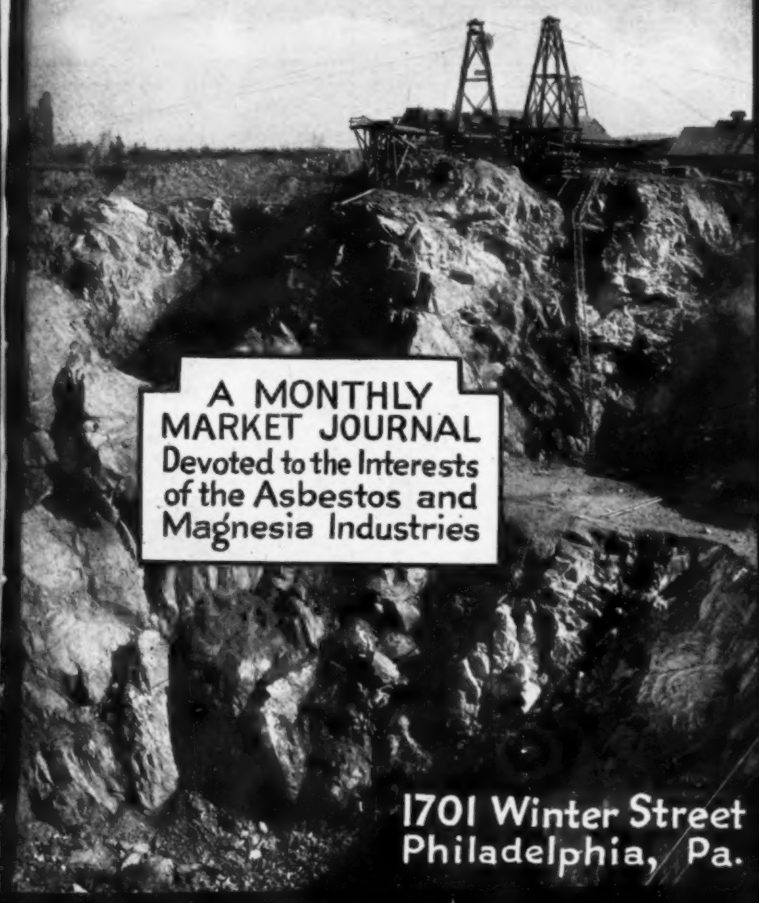
ASBESTOS

OCTOBER 1931



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

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

A. S. ROSSITER - - EDITOR

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Augustus S. Blagden

Newly elected president of Keasbey & Mattison Company, Ambler, Penna., and of the Ambler Asbestos Shingle & Sheathing Company. Sales organizations of these two concerns have been combined, all products being marketed under the name of Keasbey & Mattison Company.



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What Can Be Done to Speed Up the Asbestos Business?

(Suggestions from several executives in the Asbestos Industry, who were asked this question.)

1. New Uses for Asbestos.

The crying need of the Asbestos Industry is the finding of new uses for asbestos. Take the Asbestos Textile Industry, for instance. After the war, the increased demand for automobiles and the subsequent expansion of the automotive industry to unheard of proportions, carried with it the Asbestos Textile Industry as a supplier of brake lining, gaskets, etc. Asbestos textile plants were taxed to capacity, with the result that spinning and weaving equipment was greatly increased in almost every plant. Many new firms were organized for the weaving and treating processes and these new companies, not being equipped for spinning, purchased their yarn from the asbestos spinners. This continued until about 1929 when molded brake lining began to be recognized as a standard product, and one which, in the opinion of many, performed the braking function even better than the woven as then made. While molded has by no means entirely replaced woven, and we dare say never will, it did take away a large part, some say 50%, of the volume which formerly went entirely to the spinners and weavers. This meant that the asbestos spinners lost not only a large part of their woven brake lining volume, but, because the use of molded forced out of business the smaller semi-manufacturers (those who bought the yarn and wove it into brake lining) they also lost a large part of their yarn business. With all this slack in the business of the asbestos spinner, there are needed new uses of asbestos, uses which will give back to the asbestos spinner the volume lost to other trades.

The answer undoubtedly is research. There is, of course, some research work being done by a few of the asbestos firms, but no concerted effort on the part of the asbestos spinners to find some new use for their product,

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as well as retain the old uses. Research work with resultant new ways in which to use asbestos would benefit the whole industry and solve a lot of problems with which it is at present battling.

There is another thought here. Why was molded brake lining first made? Isn't the answer "Because in certain cases woven lining (the woven then produced) was not satisfactory?" If, by research, woven could have been so changed, so improved, that it would have entirely satisfied the needs of higher speeds, heavier automobiles and brakes designed to meet those needs, would molded have made such inroads on the woven market?

Would it be possible for the spinners, by research work, to wrest from the molded market, at least a part of the volume by making a woven lining so much better adapted to the needs than molded that car manufacturers and car owners will demand it. To some it seems that the brake lining industry has always lagged behind. It has always made its product just good enough to "get by," and when some change in automotive design necessitated a better lining, the brake lining industry had to hurry to catch up to itself.

But don't think that the spinners and the brake liners are any more at fault than other divisions of the industry, when it comes to new uses and improved products. The size of the brake lining industry probably makes its sins more noticeable, that's all.

Practically all asbestos products can be improved to give the ultimate in service. It's just as important to keep what you have as to grab more. Asbestos products made to entirely satisfy the requirements of customers will prevent substitution. Users are not so likely to try a new material if the old one gives entire satisfaction.

The Packing Industry has suffered severely from substitution but in a somewhat different manner than brake lining. For the last ten years there has been a constant decrease in the use of steam packing because of the electrification of railroads and the replacement of a great many steam engines by hydro-electric equipment. In this case it would be necessary to find some asbestos

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product of special appeal and value to the electric equipment manufacturer and user, and so take up the slack in the steam packing line.

2. *Substitution for other materials.*

No one, not even those of us intimately connected with the Asbestos Industry, quite appreciates how asbestos can be made to fit into many, many manufactured products, to replace other substances at present used. To illustrate this idea, take bakelite. Ten years ago bakelite was hardly known—just glance around and see how many times today bakelite replaces rubber, steel, etc., in many, many products. Why could not asbestos replace other materials in the production of various articles. In other words, could we not make asbestos so popular, and its excellent qualities so generally known, that the public will naturally turn to asbestos when they are looking for an ingredient in some new mixture or for a material which will replace and give better results than that previously used.

In this issue is mentioned the use of asbestos paper for an individual ash tray, and this illustrates in a small way how asbestos can replace and improve on some other material. Why should not asbestos replace other materials in the manufacture of various articles.

We must, as one manufacturer puts it, find new uses for the old asbestos products and entirely new products which can be sold in new fields. Too often a *new* asbestos product merely takes the place of an old one. To be really beneficial a new product should enter entirely new fields. It should act as a substitute for some other kind of product, not for some other asbestos product. In other words, not merely a new sort of insulating material used in precisely the same field as the old, nor a new asbestos gasket which takes the place of an old one—that is merely swapping orders. What we need is a really new product to be used in fields where asbestos products have not previously been employed— to replace other materials. Other industries have found such uses—why not the asbestos industry?

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From

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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 co-operate 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

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

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3. The improvement and beautifying of asbestos products.

There has been quite a bit of work done recently along the line of improvement of asbestos products. Aircell covering, for instance, has a heavier outside wrapping of asbestos paper; woven brake lining has been tremendously improved; asbestos paper has been made stronger; new weaves of cloth have been developed; new kinds of packing which are better suited to withstand severe conditions; others which can be used not under just one particular condition, but which are suitable in almost any place where packing is required. Theatre curtains have been made heavier and more fire resistant; insulations have been devised which will withstand higher steam pressures. No, the industry has not stood entirely still—but, has it often *anticipated* the need, or has it mostly waited until the need was desperate, and then hustled around, and produced something which would serve the purpose, adequately or not, as the case might be?

The beautifying of asbestos products has been touched upon rather frequently in our pages. There is no doubt that in certain fields attractive appearance does increase sales. And the new, more attractive asbestos material does not always act as merely a substitute for some standard, plainer asbestos product. The new styles of asbestos cement shingles, for instance, take the place of tile. Waltile in many places substitutes for real tile, and in others, particularly in kitchens for wallpaper or paint. If waltile could be produced and sold more cheaply we believe it would open up a large field, just as the low priced automobile found a much larger field than the high priced one. The ordinary family because of the price, can not use it in their kitchens, but if it could be made and sold at a price within the reach of the man of moderate income, its cleanliness, appearance, durability and the fact that it is very easily cleaned, would soon place it in half the kitchens in the country. How far can the improving and the beautifying of asbestos products be carried? Can new fields be opened up by merely changing the appearance of certain products?

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Bell
Asbestos Mines

Thetford Mines, P. Q., Canada



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of all Grades

Shipped to All Parts of the World

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER U. S. A. PENNA.

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4. Advertising.

How much is asbestos advertised to the general public? Manufacturers, it is true, advertise asbestos shingles, asbestos brake lining, asbestos packing. But asbestos itself, its merits, its very unique qualities, is advertised practically not at all. Could dealers in asbestos products be so educated as to the various qualities of asbestos and its possibilities for use in this, that or the other connection, that they would interest themselves in finding new uses for asbestos products, new outlets for the products they handle. General advertising of asbestos and its merits, would set the public thinking and the result might very well be more uses for asbestos and asbestos products than could possibly be imagined at this time. It is a pity that the advertising campaign once contemplated for asbestos, to be sponsored by miners and manufacturers, was never carried out. Its revival would virtually mean a revival of the asbestos industry. Get the public to thinking asbestos and the public will use it.

5. An Asbestos Convention.

Not just a meeting of some one particular group of asbestos miners, manufacturers or distributors, but a real convention of everybody in the United States and Canada, interested in asbestos, with representatives from foreign countries as well. A National Association of the Asbestos Industry to sponsor such a convention, lay out a program of interest to all, have special speakers on merchandising and other topics of general interest, with perhaps an exhibit of asbestos and asbestos materials, conferences of special groups with active exchange of problems and experiences, such a convention to be held once a year, or even once every two years, in various cities. If properly managed much could be accomplished.

"One of our greatest problems in the asbestos business" says one correspondent, "is that the people in it believe they know all about it and become so familiar with it that they think everyone else knows all about it too." As a matter of fact no one in the Industry knows *all* about asbestos, nor ever will.

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6. Correcting the evils existing in the Industry.

There is just one more idea for the improvement of the Industry, which, because it is rather different from the others submitted, we have left until the last, and that is, correcting the evils at present existing in the industry.

As in all industries they are many and numerous. We might mention lack of cooperation; jealousy of competitors, the "know it all" and "the holier than thou" complexes, but the particular one we wish to discuss is faulty distribution methods.

On the one side is the manufacturer who believes in keeping all the profit for himself. He therefore establishes his own contract department, and possibly is in position to quote a lower price by kidding himself with the belief that he is getting double profit anyway and may as well keep the price low and so take more business. Result: low prices, with consequent reduction in quality and service.

On the other side is the manufacturer who wants his materials distributed thru regular distributing firms or contracting firms, but who is so eager to widen his distribution that he encourages small firms, inadequately equipped and financially unable, to handle his lines. Result: chaos. If the manufacturer would pick his contractors or distributors, and then, if found capable, lend them a friendly hand in working up a real business with a real profit, he would benefit far more than by trying to distribute his materials thru numerous small and inefficient concerns.

A distributor with the manufacturer back of him to the limit, and capable of making money by giving quality service, will rarely be tempted to pare down quality and price, and probably ruin the reputation of the manufacturer's materials. All of which boils down to the fact that the better distribution of asbestos products, the more will such products be in demand.

These are the suggestions received so far for speeding up the asbestos business. Let us have others for another article in November.

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THE QUESTION

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THE ANSWER

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CONDUIT SYSTEMS FOR UNDERGROUND STEAM PIPES

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Japan's Ten Thousand Year Memorial

Rapidly the world is learning that when it needs an indestructible material, it must turn to asbestos.

An interesting instance of this is found in the effort of Japan to preserve for ten thousand years, certain records, particularly concerning the great Tokio earthquake.

After the paper, on which the names of the earthquake victims were to be preserved, had been determined upon, and Chinese ink selected as being the most lasting, the next step was to protect the paper. The procedure finally decided upon consisted of rolling the paper and placing it in containers made of fused quartz crystal. Three bands of monel metal were inserted to insure uniformity of packing, two of these bands being covered with asbestos and the third with specially sterilized and dyed silk. After the paper had been packed in and quartz lids fused on, the containers were placed in water of a temperature of 80 degrees centigrade (176 degrees Fahrenheit) and the air evacuated. The vacuum was then filled with argon gas, which has high preservative qualities so that the interior pressure equaled atmospheric pressure.

The next step was to preserve the containers from mechanical injury. They were first covered with asbestos braiding and then taped with asbestos. These asbestos covered containers were then placed in containers made of carborundum, a compound of carbon and silicon which is extremely hard and absolutely fireproof. The last stage was to polish the carborundum.

The containers were taken to the Buddhist Temple on Mount Koya, to rest in a specially constructed hall.

And so asbestos will play its part in the attempt to keep records intact for ten thousand years.

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What is Wrong With the Raw Asbestos Market?

EDITOR'S NOTE: This article has been contributed by one of our readers. It does not necessarily represent the views of the publication "ASBESTOS," altho we do believe it has been written in a spirit of entire frankness. We would welcome comments from readers, particularly Canadian Mine Producers, and will be glad to publish such comments.

Raw asbestos has been declining in price for the past two years—so has copper, lead, tin, zinc, rubber, coffee, wool and one hundred and one other commodities.

The reason for this decline in raw asbestos is the same reason that other commodities have declined—the law of supply and demand. As the demand for raw asbestos grew, the supply grew. The rise in price of raw asbestos during the years of 1927, 1928 and 1929, brought forth a corresponding increased supply. High prices stimulated production in old fields and new fields were quickly opened. For a short period of time, the increased supply from the old fields together with the new supply from new fields found a ready market.

In addition to this, larger asbestos mills were built and with their added increased supply it was only natural that the supply quickly caught up with the demand, and in fact, it exceeded the demand. This condition alone would have brought prices of raw asbestos down, but at that moment new factors entered into the picture.

First, the advent of molded brake lining lessened the demand for Crudes and Spinning fibres. As Canadian producers for years, had been selling their very short grades of asbestos at less than cost of production, depending upon their sales of crudes and long fibres for their profits, these Canadian producers were confronted with a surplus of long grades and hence a reduction in price was inevitable.

Second. A world depression brought forth a serious decline in the demand for all grades of asbestos; conse-

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MINES AT

THETFORD MINES
EAST BROUGHTON
VIMY RIDGE

BLACK LAKE
COLERAINE
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quently, prices declined still further.

As we look back at the operations of the Canadian asbestos fields (the largest producers of asbestos in the world) one cannot help but feel that they never realized that they had been living in a "fool's paradise." No mining nor manufacturing industry in the world could survive their methods of doing business.

Imagine a manufacturer of asbestos shingles running his factory on the principle of selling over half of his output at a loss, because he obtained a very large profit on the other half. For years that is exactly what Canadian producers of asbestos have been doing. Because the Canadian asbestos mines obtained a very large profit on their long grades, they sold their short grades (which is more than half of their production) much below the cost of production. This condition automatically invited competition on longer grades and it wasn't long before this competition both from Rhodesia and Russia made serious inroads into Canadian Crudes and long fibres. Canadian producers unconsciously thus forced old fields like Russia, to exert extraordinary effort to produce more asbestos and give Russia the greatest incentive to extend her operations.

As buyers of asbestos found that Canada was not only increasing her price constantly on long grades, to limits unheard of in the asbestos industry, these same buyers, even at extraordinary higher prices were not assured of sufficient tonnage for their requirements. These buyers consequently purchased asbestos from all sources and the total of such contracts made by them greatly exceeded their requirements, as their constant fear of not obtaining sufficient asbestos from one source, forced them to purchase from all sources. Here then, was an inflated demand recognized by no producer.

To aggravate this situation, large buyers here used every conceivable pressure, thru banks and foreign connections to augment their supply of asbestos by attempting to purchase large tonnages of raw asbestos from the Soviet Government. This demand made directly by American buyers as well as English and European buyers,

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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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made Russia stress every effort to increase her production of raw asbestos.

Soviet Russia, a producer of asbestos long before Rhodesia came into the field, was naturally encouraged, not only to speed up her production but to build more and larger mills to fill this apparent demand. The result was inevitable—it could not be otherwise, and today we not only have a supply much greater than the demand, but we have an available supply much greater than any extraordinary demand—due to new sources of asbestos having been found which sources are now ready to produce. Old sources have been greatly enlarged to satisfy, not only the ordinary demand but even an extraordinary demand.

At first blush one would think that this is a hopeless picture for the large Canadian producers—but it is not. Canadian producers must not expect dazzling profits as in the past, and they must make a profit on grades which today are selling at a loss. That would, of course, increase the price of short grades of asbestos, but as Canada alone produces these short grades, they would hold a unique position.

The buyers of short grades of asbestos who are purchasing them below cost of production, would be willing to pay a better price for these grades, for no reasonable business man expects a producer to sell material below cost, knowing full well that if this continues eventually there will be no producer.

It is easily twenty years since our Western Beef Packers came to the conclusion that they could not exist on their sales of beef only and therefore quickly adjusted themselves to the sale of by-products derived from beef as their main source of profit. These by-products, once thrown away or sold for almost nothing, today furnish the main profits in the Packing Industry. Many a Corporation has done this same thing; cannot the Canadian asbestos miners adjust themselves to the new conditions by doing likewise?

During the "heyday" of the Canadian asbestos industry, American manufacturers urged the Canadian

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Head Office

Thetford Mines, P. Q., Canada

Mines

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

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Agents for Great Britain

A. A. BRAZIER & CO.

40 Trinity Square, London E. C. ENGLAND

Agents for Japan

S. SAITO & CO.

5th Floor Marunouchi Bldg. TOKYO

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miners to assure themselves of their future by helping to keep Canadian Asbestos before the public. A plan for popularizing asbestos by advertising, a plan for intensified research and development of new uses for asbestos, was proposed, but the Canadian asbestos mines felt that, as they could not keep up with the demand for their material, the manufacturer should pay for such effort. Therefore, with the exception of one Canadian asbestos mine which established a fellowship at the Mellon Institute, nothing serious was ever done. The only outstanding advertising over a period of years ever done in the whole asbestos industry has been done by manufacturers. The producers of asbestos have done practically nothing, altho for years past producers of raw materials such as copper, brass, tin, steel, zinc, and even rubber, have spent a great deal of money to keep their old markets and find new ones.

None of this is new. This story has been told a dozen times but still this uneconomical condition persists. It cannot last, however, and the sooner producers realize that their difficulties are of their own making and that the cure for this condition must come from within and not from without, the sooner will there be profits in producing asbestos, instead of serious losses.

At the present time, there is a temporary embargo on Soviet asbestos in the United States. The Tariff Commission that imposed this temporary embargo will probably hear this case this Fall. The effect of this temporary embargo on raw asbestos has been nil. In fact since the temporary embargo was placed, prices have been declining.

Soviet Russia (judging from importations prior to the embargo) has a tremendous tonnage of raw asbestos in warehouses, both in New York and Philadelphia, and we are inclined to believe that there is a sufficient tonnage for the next two years. Even if a permanent embargo were placed on Russian asbestos it would not help raw asbestos prices; in fact, it would only aggravate the present situation. Russia, with a large stock in the

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the products of the following MINES

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CABLES — Vulbeston, London
CODES — Bentleys. A. B. C. (5th) Western Union

OR FROM

W. D. CRUMPTON & CO.
8-10 BRIDGE STREET, NEW YORK, N. Y.
Sole U. S. A. Representatives

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U. S. A. would still have material to offer and then with the largest market for raw asbestos (the United States) closed to her, she would be compelled to sell a larger tonnage in a smaller market, such as Europe and the Far East.

Such a tonnage offered in a smaller market would have a tendency to radically reduce prices in that market. Both Canada and Rhodesia have enjoyed substantial business in Europe and the Far East and the Canadian producers, in order to meet Russian prices, would then be compelled to lower their prices in Europe and the Far East. Such lowered prices by Canada would instantly be reflected in the United States, for producers cannot get more for their material in one market than in another, excepting for such additional charges incurred in delivering the material to foreign markets.

If Canada will recognize that:

First, the World is not now and probably will never again use as much Crude and Spinning fibre stock as in the past;

Second, if the demand for these grades should ever increase because new uses for long grades have been discovered;

Third, even if these new uses arise, both Rhodesian and Russian can easily fill such demands and at a lower price than Canada, then Canada must be willing to forego the major portion of this business to those who can produce these grades more advantageously.

In turn, Canadian mines should demand a better price for those grades which she now sells at a loss and in which she has no competition.

This change in policy will not decrease the Canadian producer's income, but will increase it considerably; no one will be harmed; buyers will pay the increased price on short grades and Canadian miners will have solved their own problem.

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SPRINGFIELD : : MASS.

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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

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.**

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A Whispering Campaign

Clipped from The American Roofer

Sent to "ASBESTOS" by an Interested Reader

There is a "whispering campaign" at work in business. The purchasing agent whispers to the salesman that his competitor, So-and-So, is offering an extra five per cent discount; the salesman whispers it to his manager; the manager whispers into the ear of the president and a whisper goes back to the salesman to "meet the price." Thus a "secret concession" is born. And down tumbles a price structure.

The "secret concession" might as well be shouted from the housetops or announced before the "mike" for all that it is secret.

As the wholesaler brings pressure on the manufacturer to make concessions, so does the retailer use his powers of persuasion and coercion upon the wholesaler. The system would seem to be childish, in the light of the genius displayed by business men in other directions. But there doesn't appear to be anything that anybody can do about it — unless:

Business men (manufacturers, wholesalers, retailers, alike) go back to primitive reasoning and take it upon their individual selves to decide upon a new policy that in reality is as old as the Mosaic laws.

First, that the manufacturer shall produce at the lowest possible cost, and sell at a price which will yield a reasonable profit.

Second, that the wholesaler resolve to buy at the lowest price at which a manufacturer can sell at a profit, and refuse to sell at a price which does not yield a reasonable profit.

Third, that the retailer recognize the necessity of a margin of profit to the wholesaler as well as to himself, and refuse to sell at a price which nets him a loss.

And let them all close their ears to whispering campaigns. Common sense tells us that any seller who has a bargain to pass out will not be content to whisper.

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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 26-30 Holborn Viaduct London E.C.1
Factory, Barking, Essex

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Comparison of Italian With Other Types of Asbestos

By Ettore Allegra, Director & Technical Manager of Brunetti & Pampuro,[1] Milan, Italy

An examination of Italian amianthus (or asbestos) called by the English "Slip-fibre" reveals that it sometimes possesses the characteristics of the Chrysotile and sometimes those of Crocidolite (blue) asbestos, according to its serpentine or amphibole origin.

Altho the mother rocks from which the amianthus is derived do not contain, in original state, any water, nevertheless it contains discreetly uniform crystallization water and the higher is the resistance and the flexibility of its fibre. We must note, however, that the most important property of the amianthus fibre is determined by its power to maintain its fibrous state and its physical resistance when exposed to high temperatures.

Therefore the real value of the different types of amianthus derived from various sources depends chiefly upon the temperature at which its dehydration begins.

Skillful observers have established important facts. Zersting in 1895 observed that the chrysotile of good quality, heated to 1000° C. became a little bit more friable; crocidolite, heated to 1000° C. collapsed into a red and hard powder; he therefore concluded that the crocidolite would be useless in places where the temperature surpasses 300° C. Van Der Bellen in 1900 determined the point of fusion of the fibre with a high degree of combined water at 1500° to 1570° C. and of fibres with average water content at 1150° C. Robaricov in 1916 observed that the Russian chrysotile lost its combined water and its resistance at 500 to 700° C.

Other elements which may exercise some influence upon the various properties of the amianthus are the contents of silicium and of metallic oxides. If the proportion of iron-oxides is high, the amianthus containing them will better resist acids, for which reason one should deduce that two types of amianthus with different qual-

[1] Now Soc. An. Miniere Amianto Italiano

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TEXTILE PRODUCTS

ROVING, YARN, CORD, THREAD

BRAIDED AND WOVEN TUBING

ASBESTOS CLOTHS FOR EVERY PURPOSE

FIRE RETARDANT CURTAINS

VALVE STEM, HIGH PRESSURE AND SHEET PACKING

DIE-FORMED PACKING RINGS

BRAKE LINING — CLUTCH FACINGS

ROVING, FINE YARN, CORD AND LISTING MADE FROM NON-FERROUS FIBRE

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

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ities would compensate one the other and vice-versa.

This being the case, we will indicate the different qualities of amianthus and the special characteristics of them.

The common white amianthus, used in trade, is a serpentine amianthus, called Chrysotile, but there is also the white Italian amianthus, called by the English "slip-fibre", which has the identical qualities tho it be of different physical structure. The chemical contents of the Chrysotiles would be: $3MgO - 2SiO - 2H\,20$ — and its average composition: Magnesium 41%, Silicium 40%, combined water 14%, metallic oxides (ferrum-alum) 5%: the crystals are normally silken, long, flexible and strong, fit for weaving and for many other applications. The Chrysotile comes from Canada, Arizona, South Africa, Rhodesia, Russia: the slip-fibre from Italy, South Africa and some quantity from the United States of America.

The blue amianthus, technically known in its different qualities as "Crocidolite," is an amianthus derived from the hornblende and from the amphibole, like the amosite, antophyllite, actinolite, which differ one from the other only in the color and quality, according to the crystallization point. The fibres of the crocidolite are rather inclined to be rough and thready, the physical composition is much different from that of the chrysotile, properly called, while it is akin to some qualities of Italian slip-fibre if it comes from the amphibolite and tremolite in the high mountains. The chemical composition of the crocidolite is the following: $Na.\ Fe.\ (Si.O3)2 - Fe - S.O3 - H\,20$. The average composition is: Silicium 51%, ferrum oxidum 37%, sodium oxidum 6%, magnesium 2%, other metallic oxides 2%, combined water 3%.

Therefore we notice that the proportion of iron-oxide is high, a reason for the rather bad electric insulating qualities of the crocidolite. On the other hand the content of water is rather small, consequently the blue amianthus is used on a large scale where rough and elastic fibres are desired, resistant to strong mineral acids. The crocidolite comes from South Africa.

The Italian amianthus comes from Valmalenco and

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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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Valle Aosta and shows the following chemical composition: Si.O2. Mg.O — Fe O — a $L_2 O_3$; the average composition is: Silicium 41.79%, Magnesium 37.8%, ferrum oxydum 3.1%, alum 2.57%, combined water 12.54%, residuals 2.25%.

From these data one may easily deduce that the Italian amianthus partakes of the qualities and properties of both the chrysotile and crocidolite, resulting in an excellent product, fit for the most varied applications in the electric as well as the chemical industry.

Considering the above comparative data, the writer hopes that not only the manufacturers, but also the competent technical and official concerns will take henceforth more interest in the Italian product.

An Asbestos Ash Tray — Why Not?

The Twentieth Century Limited which runs between New York and Chicago on the New York Central R. R., supplies its passengers with individual ash trays made from asbestos paper.

One of our readers, travelling on the flier, was kind enough to send us one of these trays, and the fact that the Twentieth Century Limited is the only train to use these asbestos ash trays, makes them all the more interesting.

The ash tray is 3½ inches in diameter, made of heavy asbestos paper mottled with green, bears the trade mark of the New York Central Lines in the center, and is crimped around the edges.

The tray, being very inexpensive, can be simply thrown away after use, so that passengers always have fresh, clean trays when they treat themselves to a smoke, while upholstery, woodwork or paint is protected from hot ashes.

Meditation is what we call idleness if we catch anybody else at it.

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Asbestos Fibres

of

SUPERIOR QUALITY

from the

DANVILLE DISTRICT

CANADA

Address Inquiries to

Nicolet Asbestos Mines Limited

Inc

25 Broad Street, NewYork

CABLE ADDRESS NICOBEST NEW YORK

Sole European Distributors

Compagnie Commerciale De Minerais
Et Matieres Premieres

74 QUAI DE JEMMAPES PARIS, FRANCE

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MARKET CONDITIONS

General Business.

The abandonment by Great Britain of the Gold Standard put a stop, at least for a short while, to any upward tendency in general business. The rather numerous bank failures, destroying the confidence of the people and tying up thousands, even millions of dollars, the greater part of which would otherwise have been spent for necessities and for pleasure, has not helped the situation any.

Coincident with these two very discouraging factors, comes the announcement of a 10% wage cut by the United States Steel Company, followed, naturally, by similar action on the part of other producers, and second, the President's plan for relief of the banks.

The wage cut is looked on as a constructive step in industrial recovery, with very little hardship to workers because of the reduced cost of living, and is in line with cuts taken by salaried employees in practically all industries, with cuts in dividends and with reduced profit in practically all businesses.

While things may look especially dark at present, many are prophesying that the turn in the tide has already begun, and tho hindered by Great Britain's action, and by other untoward circumstances, will slowly but surely make itself felt. We hope so.

Asbestos. Raw Material.

We understand that the contracts made with United States manufacturers by one of the larger African Asbestos Producers specify payment in Pounds Sterling, and with the present depression in the pound it is interesting to speculate as to what effect, if any, this may have upon world prices of asbestos.

The raw material market is very fully discussed elsewhere in this issue, in the article "What Is Wrong With the Raw Asbestos Market?" It will, we believe, prove interesting reading.

Manufactured Asbestos Goods.

Textiles. There seems to be no change in this market. The prices have stabilized at an exceedingly low level and any upturn will be due to an advance in the price of Crudes

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ASBESTOS

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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themselves.

Brake Lining. The demand for this product has stayed very much on the same level with August and July. September is, usually, a peak month (as is June) in the Brake Lining field, but this year there has been no peak. Indications in the market are favorable, however, and it is believed that the demand for brake lining will continue well on thru the winter, thus ending the year with a less decrease in business than has been expected.

Packings. The packing market is very dull at this time, with demand exceedingly light.

Insulation. Low Pressure. This market is showing the usual seasonal revival, noticeable increase in activity having begun a month or so ago. While orders are keeping up fairly well just at present the demand is dropping just a little from the September mark.

High Pressure. August shipments showed a slight increase over the immediately preceding months and it is probable that September will show a slight further increase, due to seasonal conditions, as fall and early winter regularly increases demand for this product. Prices remain firm except that in certain localities a deplorable lack of stability in prices for applied work is noticeable. Just what the contractors expect to accomplish by a policy of this sort when labor is seriously demoralized is a little hard to understand.

Paper and Millboard. This market does not show the improvement that has characterized the aircell division of the industry, altho some increase over previous months is noticeable at this time.

Asbestos Cement Products. There is very little change in the shingle market. Even with prices much lower than formerly, business has not shown any marked increase, certainly not as marked as the very low prevailing prices would seem to warrant. The continued warm weather should help the shingle market.

The market for corrugated sheets runs about the same —no very steady demand but when business is offered the jobs are large ones. The competition in this field, however, is very keen.

The market for flat sheets remains about the same as

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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

❖

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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formerly—there seems to be a steady demand for this commodity, and naturally, under these conditions prices are also steady.

Note: The above are the opinions of men close to the markets. If your ideas do not agree let us have your views for publication.

Keeping Engines Warm With Asbestos

By H. P. White, Havana, Ill.

Automobile manufacturers, or in fact any manufacturer of internal combustion engines, have always been troubled with the cooling of their lubrication oil. The older types of airplanes using the in line and V type construction, were often confronted with this same problem. Oil radiators were used, adding a certain amount of resistance or, as it is called in aviation language, "drag". The radial type motor, has encountered a condition the exact opposite. The radial engine, due to its shape, does not carry the oil in the crank case but in a separate tank back of the engine in the smaller types and in the wing section in the larger types. This necessitates the use of a copper pipe conveyor system, with a considerable radiation area.

First experiments with a number of these radial engines showed that the oil ran too cold and various means were suggested for the correction of this condition. After several corrective measures developed some fault, one of our mechanics suggested the use of sheet asbestos around the oil tank proper and the wrapping of the oil lines with asbestos cloth strips or tape. As this allows a certain flexibility and cuts radiation to a minimum, our motors run at normal temperatures at all altitudes and under all weather conditions. This practice has been universally adopted within the last year.

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CONTRACTORS AND DISTRIBUTORS PAGE

GETTING AND GIVING

A man who made a fair success in business, was once approached with a proposition to join a group of men whose efforts were being directed toward improving their particular niche in the business world of their city. They believed that by association with them this man would be able to help along such improvement, but they just as earnestly believed that his association with them would react to his own benefit.

The men already in the group had found it most helpful to sit down with their colleagues and talk over their problems. The opinions of all were given freely, and each benefitted by some suggestion of the others.

The new man, whom we will call Mr. Jones, was asked to join the group and its aims and objects were explained to him.

He consented—but the first meeting with him was more than disappointing.

Mr. Jones, instead of trying to get some benefit from the rest of the group. seemed to think that he was the only one who had anything worthwhile to give. He tried to impose his opinions on the others, casting aside as unworthy, any suggestions they made. He did not even give them a chance to let him see *their* side of the story.

"Do it my way or not at all" appeared to be his motto. His attitude was always "My way is right and I will follow it—the rest of you can do what you please."

The old rule that it is more blessed to give than to receive was reversed in this case. Mr. Jones would have undoubtedly gotten a real benefit from the opinions of the others; he would surely have been helped by a general and unbiased discussion of the various problems. He would have kept their respect if his attitude had been eager to *get* some benefit rather than to *give* it all.

Business benefits at the present time are too elusive to warrant throwing them away without examining them very carefully.

It is wise to give your time, opinions, ideas and experiences freely, but it is just as wise to make sure that you receive the opinions, ideas and experiences of others, and that you look them over thoroly for those which are applicable to your own business, before discarding as worthless.

A junk man stopped at a house in the country one day and collected a miscellaneous lot of articles. There were probably several things in the assortment which the junk man could not possibly dispose of, but he took them all, and later, looked them over, selected those which would net him some return and discarded the rest. Because of his knowledge of the junk markets,

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he could tell which of the assortment could be used to his benefit.

A group of associated business men can be just as much harmed by one of the group refusing to GET — refusing to benefit by his association with the group—as by one who withholds his practical support.

THE PHILIP CAREY COMPANY ENDORSES CERTIFIED INSULATION

Evidence of the standing and esteem of the C-I Program, instituted by the responsible asbestos houses of the Pacific Northwest, is shown by the fact that The Philip Carey Company of Lockland, Ohio, pioneers in the insulation business, after a thoro investigation of the foundation, operation and principles of C-I, have cooperated with the Asbestos Bureau by unqualifiedly endorsing the Certified Insulation Program, thereby adding their name to the list of nationally known manufacturers who have already approved C-I.

The home office being distant from the specific field of operation, The Philip Carey Company endorsed the C-I Program only after results were shown and reflected in the demand for Certified Insulation thru the number of C-I specifications written.

WAGE RATES

Wages in Wichita, Kans., have been decreased all along the line. Asbestos Workers rate at present is 75c per hour, formerly 77½c. In some other trades the decreases run anywhere from 12½c to 50c an hour.

BUILDING

During the first half of September, construction contracts in the Middle Atlantic territory nearly matched the prorated total for the similar twelve working days of 1930, according to F. W. Dodge Corporation. $14,089,400 was the amount of contracts from September 1 thru 15 this year; while $14,968,800 was the prorated total for the similar period in 1930. This territory covers Eastern Pennsylvania, Southern New Jersey, Maryland, Delaware, District of Columbia and Virginia. August construction contracts in this area totaled only $16,539,600; in fact August contracts were 33% under August 1930.

Next month the subject of Wage Reduction will be discussed on this page, the discussion being based on opinions expressed by insulation contractors thruout the country.

What efforts have been made to have proper insulation specified in City Building Code? Send us your experiences along this line.

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FACT AND FANCY

Pushing the Cart Up the Hill.

When things begin to pick up again it will be just as difficult for the business man as it was when business was falling off; indeed the difficulties are likely to increase.

At first glance, one would think that when the upturn actually arrives, things will be easy. But remember that it takes much more effort to push a cart up a hill than to let it roll down.

It even takes more effort to push it up than to keep it from rushing headlong to the bottom on the downward grade.

Suppose for instance that a man who has a fair sized business has weathered the depression successfully. He has been careful in his spending; he has cut his costs. Because he has been careful his inventory is very low; he may not have kept his credit at the bank in good condition, for he spent less and borrowed less; or perhaps he has borrowed up to capacity in order to weather the depression.

Now along comes a piece or two of good business. Some order which is attractive of volume, but one which must be gotten out quickly — the customer all of a sudden is in a hurry for it.

Because of the size of the order he must put on more men — an increase in payroll; because it must be gotten out quickly, he may be forced to run a night shift at higher wages than the day shift.

Where is he to get the money to finance this increased payroll? To buy the stock of raw material needed for the order? Remember, his stock shelves are nearly empty.

It may take several weeks to complete the order; the dating may be thirty days or sixty, after shipment of the goods. But his workmen must be paid. Raw material must be paid for, the bills becoming due probably by the time the finished product is shipped.

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It takes money. And money, if borrowed, means interest.

His price on the job may be fairly low because of his eagerness to get business. Did it include interest on money borrowed to enable him to replenish to some extent his empty shelves?

Contracts taken at a slight profit, even if figured carefully, may often show a loss because of some unforeseen expenditure. Even if the profit is there it may have to go back into inventory for the next order that comes along.

There are as many pitfalls to be avoided when business is on the upward trend as when it is rolling toward the bottom.

How are we all going to finance our operations when really good business begins to show its face and demands more stock, more labor? Will we have enough strength, money strength, to push the cart up the hill?

Proving the Importance of the Aircell Industry.

A few months ago we commented on the size and importance of the Aircell Industry. Now we want to back up those comments with information concerning installations made within, say, the last two years.

Will all aircell contractors, and aircell manufacturers, send us a list of the large installations of aircell, and the important installations of the same material, giving the name of the owner of the building, the location, and the approximate number of feet of aircell applied.

By important installations we mean those owned by some prominent man; a government installation, or a job which has some other unique feature about it.

Run thru your files hastily and see if you cannot dig up some interesting information on aircell jobs.

New Rate on Canadian Subscriptions.

Canadian subscribers to "ASBESTOS" have so far been fortunate. Other magazines invariably charge a higher rate to Canadian subscribers than to those in the United States, because of the higher postage rate. "ASBESTOS", however, has always absorbed this additional postage, and Canadian subscribers have paid exactly the same

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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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Incorporated
350 Madison Avenue - - NEW YORK, N. Y.
AT 45TH STREET

ASBESTOS CRUDES AND FIBRES

The Expert Examination of Asbestos Properties

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—

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49, ST. JAMES'S STREET
LONDON, S. W. 1

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subscription rate as do United States subscribers.

Beginning with September, however, the Canadian Customs Department imposed a high rate of tariff on magazines sent into Canada from the United States, and it was therefore necessary to increase the subscription price, beginning with September, from the old rate of $2.00 to the new rate (the same as paid by all European subscribers) of $3.00.

Canadians renewing their subscriptions, therefore, should include the extra dollar.

Some of our Canadian subscribers complained that their September copies did not reach them promptly. This was undoubtedly due to the placing of this new tariff, the Canadian customs delaying the magazines at the border until they had time to pass on them. Future copies will undoubtedly go thru promptly, but if this issue reaches you later than say, October 24th, we would like to know about it.

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. Wyckoff & Co., 1528 Walnut St., Philadelphia).

	Par.	Div.	September 1931 High	Low	Last
Asb. Corp. (Com.)	np	–	.35	.25	.25
Asb. Corp. (Pfd.)	100	7	.50	.50	.50
Carey (Com.)	100	8	180	180	180
Carey (Pfd.)	100	6	110	109¼	109¾
Certainteed (Com.)	np	–	5	3	3
Certainteed (Pfd.)	100	7	No sales, 23 bid, 33 asked		
Garlock Packing (Com.)	np	–	13	9⅞	9⅞
Garlock Pkg. (6s Deb. 1939)	100	6	No Sales		
Johns-Manville (Com.)	np	3	52⅜	37	37
Johns-Manville (Pfd.)	100	7	119	116	116
Raybestos-Manhattan Inc. (Com.)	np	–	18½	12	12
Ruberoid (Com.)	np	4	35	31⅜	31⅜
Thermoid (Com.)	np	–	4¼	2	2¼
Thermoid (Pfd.)	100	7	No Sales		
Thermoid (6s 1934)	100	6	48	40	40

Asbestos Textile Superintendent Desires position along similar lines.
Address Box No. 10S-P, "ASBESTOS"

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The Dutch Lap Shingle Combines Economy with Beauty

The Asbestos Cement Shingle has always especially featured the Diagonal method of application, this being very economical because of the small sized lap.

The diagonal lines, however, are not regarded, architecturally, as beautiful, and in many places Asbestos Cement Shingles are not used because the diagonal lines are disliked and the American method runs into money.

Manufacturers learned several years ago that softer colors, and rough surfaces in asbestos cement shingles were very desirable from the architect's or the owner's point of view, but the diagonal lines spoiled the effect. The problem, obviously, was to find a method of laying which would be more economical than the American method, yet which would give the straight lines and shadows.

The new Eternit shingle recently placed on the market, meets both conditions. It is called the Dutch Lap Shingle, is furnished in ten colors (plain and mottled); when applied gives the straight lines similar to the American Method shingle, yet the lap is much smaller and consequently the Dutch Lap method takes much less material than the American Method shingle.

The Dutch Lap shingle is made in 16" x 16" size, and can be applied with either 4" lap (¼) or with 5-1/3" sidelap (1/3), both giving deep shadows at the butts. They are punched so that either lap may be used, and application is made easy by notches which mark the two laps.

It takes 92 shingles for the 4" sidelap and 104 shingles for the 5-1/3" sidelap. Nails are used to fasten the shingles to the sheathing boards while copper clinchers virtually tie the shingles together.

Eternit Dutch lap shingles are made in the plain surface material; we understand other manufacturers make a somewhat similar shingle with a rough surface.

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Little Lessons in Selling

SELLING "COMPLEXES" TO AVOID

By John T. Bartlett

The story of the cub salesman, who, not knowing all the prospects who "couldn't be sold", went out — and sold half of them! — is old; but it points to a tremendous truth.

It is so easy for salesmen to acquire "complexes" inimical to selling efficiency that every salesman should be conscious of the danger, and work to avoid it.

One of the most fatal complexes has to do with weather. The salesman decides that it is so much more difficult to sell a prospect on a gloomy day than on a bright, cheery one, that his efforts on bad days are half-hearted at best, while, at worst, he does no work whatever during the poor weather.

Often, of course, there is a modification of the complex. For rainy day selling, the salesman picks "easy" prospects only.

Statistical studies which have been made show that the rainy day salesman is practically as successful as the fair weather man. Prospects usually have more time to discuss a proposition in dull weather than in good. Good buyers don't take orders from the weather. Judgment is their guide.

A second deplorable complex is that which causes a salesman to lose his nerve when a large order is in sight. All salesmen are divided into two groups—the big order fellows, and the little order men.

It is altogether wrong to assume that it is easier to sell a small order than a big one. In fact, the big buyers are frequently sold much more readily than the little fellows.

One must have confidence, however. He must work for a sale as confidently with the big boy as with the ten-center.

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Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	July 1931 Tons (2000 lbs.)	Value
Bulawayo District.		
Nil Desperandum (Afr. Asb. Mng. Co. Ltd)	320.00	£ 4,000 .... ..
Sphinx & Croft (Afr. Asb. Mng. Co. Ltd.) adjustment Apr. 1930 - Mar. 1931		2,656 11 ..
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	220.00	2,750 .... ..
Victoria District.		
Gath's (Rho. & Gen. Asb. Corp. Ltd.)	205.92	2,574 .... .
King (Rho. & Gen. Asb. Corp. Ltd.)	190.08	2,376 .... .
King from reserve stock	75.00	937 10 ..
Regina A (Afr. Asb. Mng. Co. Ltd.)	45.00	562 10 ..
	1,056.00	£15,856 11 ..

Africa (Union of South).

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

	June 1930 Tons (2000 lbs.)	Value	June 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	494.55	£ 7,260	161.00	£ 1,550
Chrysotile	1,417.25	16,957	524.00	6,856
Cape				
Blue	477.00	10,976	253.73	8,332
	2,388.80	£35,193	938.73	£16,738
	July 1930 Tons (2000 lbs.)	Value	July 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	386.00	4,511	148.00	1,425
Chrysotile	1,145.00	17,253	603.00	7,579
Cape				
Blue	626.42	16,101	279.26	7,021
	2,157.42	£37,865	1,030.26	£16,025

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Canada.

(Published by the Dominion Bureau of Statistics).

	1930 Tons (2000 lbs.)	1931 Tons (2000 lbs.)
June	24,035	11,047
July	17,070	13,597
August	18,350	13,079

Both the Quebec Bureau of Mines and the Dominion Government now publish each month (beginning August) production divided as to grades. The figures will be published in "ASBESTOS" each month hereafter:

	August 1931 Tons (2000 lbs.)
Crude No. 1	21
Crude No. 2	55
Other crudes	....
Spinning Fibres	635
Shingle stocks	1,812
Paper stocks	2,565
Waste, stucco or plaster	3,136
Refuse or shorts	4,855
Total	13,079
By-products (sand, gravel, etc.)	909

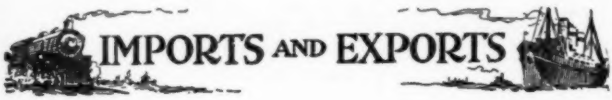
Report on the Mineral Production of Canada during the six months ending June 1931, has been received from the Dominion Bureau of Statistics. Production for the first six months of 1931 is given as 76,145 tons (2000 lbs.), valued at $2,447,617; compared with 123,693 tons valued at $4,570,733 during the same period in 1930.

AUTOMOBILE PRODUCTION

Automobile production for August 1931 covered 191,741 motor vehicles in the United States and Canada, while the July total was 222,710. In August 1930, 234,160 cars were produced. Figures include all types of motor vehicles—passenger cars, trucks, taxicabs.

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

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Imports into U. S. A.

Unmanufactured Asbestos.

	August 1930 Tons (2240 lbs.)	August 1930 Value	August 1931 Tons (2240 lbs.)	August 1931 Value
Africa (Br. S.)	375	$ 47,981	23	$ 2,085
Africa (Port. E.)	179	65,068	18	3,000
Canada	13,000	388,968	8,900	241,087
Germany	1	212	.....	.....
Italy	4	745	1	708
United Kingdom	39	8,992	13	2,920
	13,598	$511,966	8,955	$249,800

Tabulation of Crudes and Fibres:

All of the above is Crude with the exception of Canada which is divided as follows:

Crude	80	21,800	55	19,720
Mill Fibre	4,103	233,152	2,672	128,583
Lower Grades	8,817	134,016	6,173	92,784
	13,000	$388,968	8,900	$241,087

Manufactured Asbestos Goods.

	August 1930 Pounds	August 1930 Value	August 1931 Pounds	August 1931 Value
Yarn—				
Germany	.....	.....	1,000	$ 487
United Kingdom	1,436	$ 713	.....	.....
Fabrics, Woven—				
Italy	32	45	.....	.....
United Kingdom	1,236	734	.....	.....
Packing, Fabric—				
France	.....	.....	441	266
United Kingdom	3,370	3,877	847	464
Packing, not Fabric—				
Austria	180	119	245	88
Canada	.....	.....	5,133	2,672
Germany	.....	.....	1,533	540
United Kingdom	2,898	731	15	5
Shingles and Slates of Asbestos Cement—				
Belgium	180,557	2,181	.....	.....
France	50,397	714	.....	.....

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	August 1930 Pounds	August 1930 Value	August 1931 Pounds	August 1931 Value
Articles in Part of Asbestos—				
Canada	53,728	5,669	.....	.....
Brake and Clutch Lining, Molded—				
Norway	835	442	.....	.....
United Kingdom	984	919	.....	.....
Brake and Clutch Lining, Woven—				
United Kingdom	.....	.....	105	111
Paper and Millboard—None.				
Pipe Covering and Asbestos Cement—				
United Kingdom	.....	.....	23,238	2,691
Other Manufactures—				
Austria	287	188	.....	.....
Canada	30	19	.....	.....
Italy	1,935	82	.....	.....
	297,905	$16,433	32,557	$7,324

Exports from U. S. A.

Exports of unmanufactured asbestos during July[1] 1931 amounted to 30 tons valued at $2,161, compared with 65 tons, valued at $3,676 exported in July[1] 1930.

Exports of Manufactured Asbestos Goods:

	July 1930 Pounds	July 1930 Value	July 1931 Pounds	July 1931 Value
Paper, Mlbd. & Rlbd.	135,432	$13,085	74,682	$9,579
Pipe Covg. & Cement	441,441	21,550	30,255	1,497
Textiles, Yarn & Pkg.	102,926	64,787	97,328	51,753
Brake Lining[2]	557,254	121,551	.....	.....
Molded and semi-molded	.....	.....	.....	59,112
Not molded[2]	.....	.....	277,825	52,371
Magnesia & Mfrs. of	331,316	25,273	138,450	11,513
Asbestos Roofing[3]	5,964	51,339	2,766	7,016
Other Manufactures	667,856	56,267	174,220	14,137

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

Exports of Raw Asbestos from Canada.

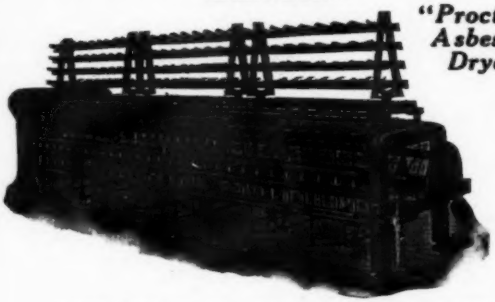
	August 1930 Tons (2000 lbs.)	August 1930 Value	August 1931 Tons (2000 lbs.)	August 1931 Value
United Kingdom	538	$ 37,965	241	$ 16,471
United States	3,828	236,545	3,490	158,914
Australia	6	300	50	3,500
Belgium	545	43,750	585	33,225
France	629	40,515	283	28,615
Germany	443	39,940	324	27,963
Italy	190	21,100	90	4,731
Japan	200	10,100	646	34,880
Netherlands	71	3,150	87	9,865
	6,450	$433,365	5,796	$318,164

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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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Exports of Raw Asbestos from Canada (Contd.)

	August 1930		August 1931	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Sand and Waste—				
United Kingdom	713	17,250	55	1,025
United States	8,908	128,289	7,293	98,357
Argentina	30	330	17	192
Belgium	60	1,500	320	4,830
British India	....	.....	30	330
France	180	4,125	40	500
Germany	90	2,250	63	1,365
Italy	66	1,650	62	1,550
Japan	30	750	36	900
Netherlands	74	1,850	40	1,000
Peru	5	50	.....	.....
	10,156	$158,044	7,956	$110,049
	16,606	$591,409	13,752	$428,213

Imports and Exports by England.

Imports of Raw Material.

	August 1930		August 1931	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Rhodesia	609	£20,062	.....	.....
From Canada	610	8,209	195	£ 3,297
From Other Countries[4]	1,169	28,022	528	9,427
	2,388	56,293	723	12,724
Re-Shipments	222	8,138	111	1,722

Exports of Manufactured Asbestos Goods:

	August 1930		August 1931	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
To Netherlands	58	£ 5,244	28	£ 3,518
To France	40	4,099	16	2,654
To United States of America	4	1,700	6	319
To British India	628	11,755	347	8,208
To Australia	38	11,967	29	4,607
To Other Countries	1,476	66,638	885	38,358
	2,244	£101,403	1,311	£57,664

[4] Division of figures has been delayed in receipt. It will be published in November.

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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the names of the following gentlemen: A. K. Burgstresser, President, Norristown Magnesia & Asbestos Co., Norristown, Pa., October 26th; A. L. Wade, Superintendent, Jamieson Asbestos Co., Montreal, P. Q., Canada, October 28th; Geo. L. Abbott, President & General Manager, Garlock Packing Company, Palmyra, N. Y., October 31st; G. M. Righter, Export Manager and Eastern Sales Manager, United States Asbestos Division, New York City, November 10th; R. B. Crabbs, Vice President, The Philip Carey Mfg. Co., Lockland, Cincinnati, O., November 11th; H. Parkinson, Head of Asbestos Division, George MacLellan & Co., Ltd., Maryhill, Glasgow, Scotland, November 13th, while Richard V. Mattison, M. D., the founder and Chairman of the Board of Keasbey & Mattison Company, Ambler, Pa., will celebrate his birthday on November 17th. We extend to all these gentlemen our congratulations and best wishes.

Cape Asbestos Company, Limited, of London. James Gow, Works Manager of Cape Asbestos Company, Limited, resigned from this position, effective September 30th, but has consented to retain the office until his successor can be appointed which will probably be within the next few weeks.

Sir Evelyn Wallers, K. B. E., Chairman of the Cape Asbestos Company, Limited, has been elected Chairman of the Central Mining & Investment Corporation, Ltd., London, as from August 31st, 1931, in succession to Sir Sothern Holland, who has decided to retire altho he will retain his seat on the Board.

Emsco Asbestos Co., of Downey, Calif., announce the removal of their Jadson Emsco warehouse from 518 E. Pike St., Seattle, Wash., to 917 E. Pine St., Seattle. Emsco's full line of brake lining, clutch facings, fan belts, rivets, automotive packings and Jadson valves, valve guides, pistons and piston pins will be carried in stock.

Russell Mfg. Company, of Middletown, Conn., announces the promotion of R. E. Hession to Service Manager of the Pacific Coast Division of the company, Mr. Hession to be located at the Rusco Branch office at 727 Van Ness Avenue, San Francisco.

L. Mundet & Son, Inc., of New York City, with branches in the principal cities in the United States, have moved from 461 Eighth Avenue, to the Nelson Tower Building at 450 - 7th Avenue. Affiliated with L. Mundet & Son, Inc., is the Mundet Cork Corporation, organized shortly after the first of the year to handle the sales end of the business while L. Mundet & Son will handle the manufacturing end.

William Wedlake is head of the Pipe Covering Department

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in New York City, he being one of the pioneers of the industry. Both Mr. Wedlake and the other executives of the company will welcome a visit from any member of the asbestos trade.

Eternit Pietra Artificiale (South America) Ltd. Beautifully designed and printed, is the Handbook recently published by this company concerning Italit Asbestos Cement Pressure Pipes. This handbook gives, we should say, exhaustive data on asbestos cement pipes, and their fittings. It includes tables, graphs, reports on various tests, and other detailed information. A copy of this Handbook is in our Library and can be examined by anyone interested.

Jones Bros. Asbestos Supply Co., Inc., 370 Second Street, San Francisco, Calif., on September 2nd, announce that the name of their company has been changed to Jones Brothers Asbestos Company.

The Smith-Faris Company. Announcement is made by the Keasbey & Mattison Company of Ambler, Pa., under date of October 2nd, of the appointment of Smith-Faris Company as their Approved Contractor in the Cincinnati territory. The Smith-Faris Company has its headquarters at Pittsburg, Pa., and is well known to the insulation trade in the Middle West, having for some time been operating as Approved Contractor for the Keasbey & Mattison Company in Youngstown, Akron and Pittsburg.

"Do American Engineers Working in Russia Damage America?" is the title of an article appearing in the November issue of Scribner's Magazine. The author is Walter A. RuKeyser of New York City, who, as readers will remember, was for sometime in charge of operations at the Russian Asbestos Mines in the Urals.

Mr. RuKeyser is at present preparing a book on Russia, the tentative title of which is "An American Engineer in Russia." It is quite likely however, that the title will be changed. Announcement of the book will be made in our pages when it is finally published.

"Our Asbestos Industry" is the title of an article appearing in the August issue of The Rodesian Mining Journal, this giving an authoritative review of the latest position in regard to the asbestos industry of Rhodesia, and interesting photographs of some of the mines and managers.

Johns-Manville Corporation. The Eastern Chapter of the Johns-Manville Quarter Century Club celebrated the second anniversary of its organization on September 26th, by an outing and dinner at Pregers Farm adjoining Dukes Park, Raritan, N. J. Baseball and other field sports were held in the afternoon. During dinner, reminiscences of past experiences in the Asbestos business, dating back to 1872, were given. Before adjourning, a unanimous and enthusiastic vote was wired to Lewis H. Brown,

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President of the Johns-Manville Corporation, and sponsor of the club, thanking him for his continued interest in the club and tendering the club's best wishes for his health and success in the management of the corporation's business.

Hubert H. P. Trist & Co., of Brislington, Bristol, England, have just published a new price list on their Top-Dog Brake Lining, this giving the size and price per liner for many makes and models of automobiles. The information given is most complete. The book contains 172 pages, is 8½" x 11" in size, and is attractively printed in black and red on cream colored paper, a most attractive book.

Thermoid Rubber Company, of Trenton, N. J., has recently added to its line of asbestos and rubber automotive supplies, Valve Stem packing made of twisted asbestos, impregnated with a high grade lubricant and graphite. This new packing is designed for use in water pump shafts and small size stuffing boxes and is being furnished to the trade in three thicknesses, 1⅛, ¼, 3/16, put up in 1 lb. and ¼ lb. boxes.



Atlas Asbestos Company of North Wales, Pa., has given out contracts for, and work is already started on a three story extension and addition to its plant. This will add about 100% to the floor space of the present main manufacturing building.

The Philip Carey Company. R. B. Crabbs, President of The Philip Carey Company, who has been forced by illness to be away from the office since early last spring, has now returned in excellent health and while still not operating on a full time schedule is again working into the harness.

Plant Rubber & Asbestos Works of San Francisco, Cal., has recently elected new officers and managers as follows: President, R. H. Shainwald; Vice President, Charles A. Wright; Secy. & Treas., C. C. Gibson; Asst. Secy., E. O. Spencer; Sales Manager, R. H. Chase; Waterfront Manager, S. J Gillis; Contract Manager, B. L. Hons; Engineer, J. E. Kennedy.

PATENTS

Gasket. No. 1,814,283. Granted on July 14th, to Stephen W. Braner, Chicago, Ill., assignor to Victor Mfg. & Gasket Co. Filed October 15, 1928. Serial No. 312,534. Description upon request.

Gasket. No. 1,815,601. Granted on July 21st to Jos. B. Victor, Chicago, Ill., assignor to Victor Manufacturing & Gasket Co. Filed July 24, 1926. Serial No. 124,656. Description upon request.

Gasket. No. 1,815,602. Granted on July 21st, to Cass B. Russell, Detroit, Mich., assignor to Victor Mfg. & Gasket Co., Chicago. Filed July 26, 1930. Serial No. 470,852. Description upon request.

Gasket. No. 1,815,893. Granted on July 28th, to Claude B. Bailey, Wyandotte, Mich., assignor to McCord Radiator & Mfg.

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Co., Detroit, Mich. Filed July 18, 1929. Serial No. 329,093. Description upon request.

Heat Insulation Material No. 1,819,893. Granted on August 18th, to H. W. Greider, Plymouth Meeting, Pa., assignor to Philip Carey Mfg. Company. Filed April 18, 1929. Serial No. 356,297.

Described as heat insulation material employing in its composition Magnesium Hydroxide precipitated from basic magnesium carbonate solution.

Brake Lining and Method of Making Same. No. 1,819,344. Granted on August 18th to Edward Slade, New York. Filed April 5, 1928. Serial No. 267,563.

Described as the process of making brake lining, which comprises immersing asbestos yarn in an impregnating compound solution, curing the compound without setting the same; treating said yarn to maintain it in plastic condition, weaving the same into a fabric and subsequently treating the fabric, being compacted to produce a smooth exterior surface.

Retaining Device for Pipe Coverings. No. 1,819,553. Granted on August 18th to Manuel H. Gysling, North Tonawanda, N. Y. Assignor to American District Steam Company, North Tonawanda, N. Y. Filed May 24, 1930. Serial No. 455,345.

Described as in combination a pipe insulation surrounding said pipe, a rigid member seating on the pipe and extending outwardly thru the insulation to the outer periphery thereof, and a retaining strap surrounding the insulation, said strap being supported by said rigid member.

Method and Apparatus for Making Fibre and Cement Shingles and Boards. No. 1,819,840. Granted on August 18th to Harry E. Holcomb, Bound Brook, N. J., assignor to Fiberfraks, Inc. Filed Jan. 30, 1928. Serial No. 250,558.

Described as the process of producing a sheet of composition material which comprises forming a plurality of layers of hydraulic cement and fibre, passing the layers in a substantially horizontal plane into contact with each other, and subjecting said layers to pressure.

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.)

A. V. C. Serial No. 316,018. Rockbestos Products Corporation, New Haven, Conn. For electric cables and other electric conductors insulated with asbestos and varnished cambric.

Beco Serial No. 316,405. Bucyrus-Erie Co., South Milwaukee, Wis., for friction blocks of brakes and clutches and for brake lining and clutch lining. Passed on September 8th.

Beco-Lining. Serial No. 316,406. Bucyrus-Erie Co., South Milwaukee, Wis. For brake and clutch lining. Passed on Sept. 8.

Aztec-Fleximold. Serial No. 317,387. The Asbestos Textile Company, New York City. For brake linings. Passed on September 15th.

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THIS AND THAT

"How is business?" we asked a man who stopped in our office a few days ago. "What there is, is good," he replied. That's another way of looking at it!

At Angels Camp, California, when a fire destroyed a full block of the town, sheets of asbestos were obtained to protect telephone girls who stood by their posts. Somebody did some quick thinking. But we are wondering how sheets of asbestos happened to be handy.

We heard the other day of the janitor of a large school having a vacation in September, just after school started. Perhaps he wouldn't have considered it a vacation if he had taken a week off during the summer when there wasn't much to do!

When you get an idea that the world is against you—*it is.*

It appears there is some chrysotile asbestos in South Dakota, as well as amphibole, according to a sample received from one of our readers, in a different section of the country. To date, however, all samples sent us direct from South Dakota have been amphibole.

It seems we were quite out of order in implying in a recent article that colored asbestos gaskets were not at present made. Colored gaskets made of compressed sheet, have been on the market for a number of years but the coloring is for utilitarian rather than aesthetic purposes. The colors are used to distinguish between certain grades.

Specimens of Blue (Crocidolite) asbestos have recently been received from Australia. The material closely resembles the blue asbestos from South Africa. It may be a trifle softer but looks to be quite a spinnable proposition at that. The deposit is owned by Daniel Devan of Marble Bar, Western Australia.

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The American Society of Testing Materials, Committee E-10 on Standards, at its meeting on August 6th at Society Headquarters, Philadelphia, approved 13 new tentative specifications and methods of test and the revision of 4 existing tentative standards. Of the revisions, one was specifications and test methods for Asbestos Tape for electrical purposes.

Out in California where an earthquake is only a fire, we presume that the present depression is called the smallest boom they have had in years.

Can any of our readers tell us whether the Susquehanna Roofing & Asbestos Company of York Haven, Penna., is still in existence, and whether it still handles asbestos materials. O. R. Emigh was formerly connected with this company.

We would like the same information on the Asbestos Mfg. Company of 3109 Highland Ave., Tampa, Fla.

Letters to these firms have elicited no replies.

Prosperity will speed up as soon as *you* do.

The Third International Conference on Bituminous Coal is to be held at the Carnegie Institute of Technology, Pittsburg, November 16 to 21. Tentative list of speakers and subjects is in our hands and may be referred to by anyone interested. Seventeen countries will be represented at the conference and an attendance of well over 2000 persons is expected.

It is difficult to live either within or without your income.

Los Angeles firemen are equipped with helmets made of fibre and asbestos. The helmet weighs 34 pounds, carries its own supply of oxygen, sufficient for two hours, and is insulated against electricity. It is designed primarily for entering burning buildings, gas filled warehouses or any other place where natural breathing is constricted, but may be used under water to a depth of 16 feet.

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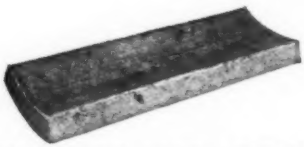


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IN ALL PRINCIPAL CITIES AND COUNTRIES

VERMONT ASBESTOS FIBRE

MINED IN U.S.A.

Its chemical and physical characteristics make Vermont Fibre particularly adapted to the better grades of

ASBESTOS

SHINGLES - CORRUGATED SHEETS
LUMBER - PAPER
MILL BOARD - CLUTCH FACING
MOULDED BRAKE LINING
ROOF COATINGS - FIBROUS PAINT
PLASTICS - MOULDED PRODUCTS
BOILER COVERING CEMENTS

• • •

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