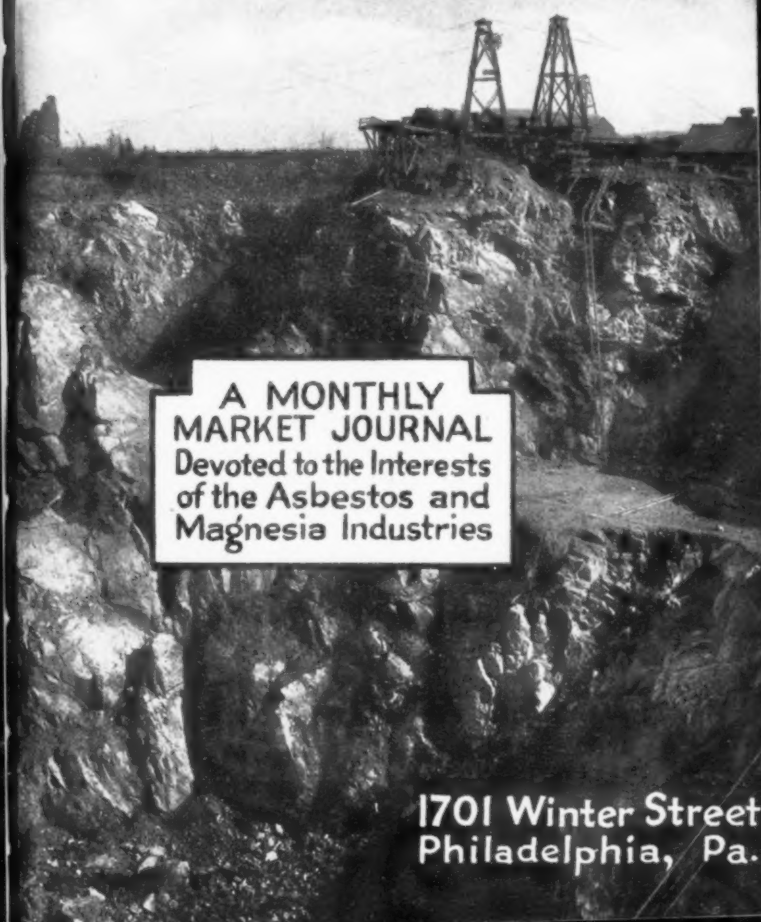
ASBESTOS

FEBRUARY 1932



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

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Philadelphia, Pa.

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and now!

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another Creation by NORRISTOWN

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

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

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

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

NORRISTOWN MAGNESIA & ASBESTOS CO. NORRISTOWN PENNSYLVANIA

Please send more information regarding CELL-O-TONE

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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 Use of Performance Reports in J-M Selling and Advertising Programs

A presentation of the basic principles back of the performance report idea, with a brief outline of how these reports are used and a few cases of where they helped to get the name on the dotted line.

By H. L. Rusch, Supervisor, Performance Report Section of Johns-Manville Corporation.

(Foreword)

The purpose of the magazine "ASBESTOS" is described in the early issues as

"Furnishing a common vantage ground where those interested in Asbestos and Magnesia may meet for discussion," and it has always been our habit to pass along to the Asbestos Industry ideas, plans, methods, etc., used by others, either inside or outside the industry, if those plans seem to contain merit.

Many of our readers have no doubt heard of Johns-Manville Performance Reports, but probably most of you have a very hazy idea of just what such a report contains, or the manner in which it is used.

We have therefore, with the permission of the Johns-Manville Corporation, had H. L. Rusch, Supervisor of the Performance Report Section of Johns-Manville, write for us an article describing these performance reports.

If, after reading Mr. Rusch's article you would like to examine one of these performance reports, Johns-Manville Corporation will be glad to furnish copies of typical Performance Reports to any reader of "ASBESTOS" who requests them. All requests should be addressed to the Sales Promotion Department, Johns-Manville Sales Corporation, 292 Madison Avenue, New York City, and should refer to the article which appears on the following pages.

Did you ever stop to think that there isn't one of us, from the president of the world's largest corporation to just Jim Smith from Jonesville, who doesn't want or

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doesn't hope for something he hasn't got or hasn't accomplished? Human nature is much alike the world over.

What is it that people in business want and hope for? Net profits is the answer. It is the profit appeal that makes the entire business world go 'round. And in the great problem of distribution, more commonly known as the selling problem, the wise salesman keeps uppermost in mind that net profit appeal.

There is nothing particularly new in the foregoing paragraphs. What *is* new is that these very simple principles are being recognized more and more and used as guide posts in improving the age-old selling process.

We must always keep in mind that buyers are already wanting and hoping for methods of increasing their net profits. A plant manager is always looking for something which will really save fuel, increase production with no increase in costs, save labor, reduce plant maintenance costs, etc. Hence, the real task before the sales department of any organization that has a product to sell is to show the buyers new methods of making greater profits, and then *prove that the proposed methods will accomplish the desired result*. When the prospect is firmly convinced that the seller's proposal will increase net profits, and he (the prospect) has the authority and wherewithal to buy, he becomes a customer.

Now what is the best method to prove to the prospect that the proposal made by the seller will accomplish the desired result? Perhaps the ideal way would be to install the product on trial and let the customer see for himself. But selling on trial has, for a number of reasons, been found to be an entirely unsatisfactory way of doing business. Furthermore, before he will even buy on trial, the prospect must be partly "sold" because he doesn't want to go to a lot of trouble unless he is partially convinced of the advantages to be derived.

The next best method of *proving* that the proposal will accomplish the desired result, is to show the prospect that the product produced the results for someone in a business having problems similar to his own,—the principle of the old testimonial letter. However, the testimonial, as such,

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has a very black eye because it has been misused. The modern tool is quite different from the old testimonial letter, and Johns-Manville has called it the Performance Report.

A J-M Performance Report is an accurate document of exactly what J-M products have accomplished in a specific plant. It shows how the product has helped to increase the net profits of that plant. The report presents the problem the plant had to solve, portrays the operating conditions where the product is used, and gives in detail the economies effected by the product, as obtained from actual plant records and tests.

The report is approved in writing by plant officials, who certify it is correct to the best of their knowledge and belief, and grant permission for the use of the report in the educational, sales and advertising work of Johns-Manville and associated organizations.

A sincere effort is made to get the report correct in every detail. It is not a matter of trying to "get by" with the most enthusiastic report the customer will agree to release; a customer's enthusiasm will sometimes carry him beyond the point of accuracy. The object has been to build up such confidence in these reports that they are accepted at face value by the most skeptical prospect. Errors, and unsound conclusions, do not build up such confidence, and hence the importance of having the reports absolutely correct is apparent. In order to insure such accuracy, the data is checked and double-checked by a number of individuals in our Engineering Department, as well as the customer's organization.

The spirit in which these reports are prepared is expressed concisely in the Foreword on the first page of each Performance Report. By carrying out the plan in this spirit, we really have a good means of helping our prospects buy.

This foreword reads as follows:

In considering the purchase of any product you are interested principally in knowing *what it will do for you.* Your logical question is "What economies can I effect by using this or that commodity in my plant?"

To help you answer this question, we believe the best method is to give you definite information about what our products have

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Carey INSULATIONS AND ASBESTOS PRODUCTS

HIGH PRESSURE STEAM INSULATION

85% Magnesia and Asbestos Pipe Covering, Blocks and Cement.

SUPERHEATED STEAM INSULATION

Hi-Temp No. 12 Superheat Pipe Coverings, Blocks and Cement.

SEMI-REFRACTORY INSULATION

Alumino Hi-Temp Blocks, Bricks and Cement.

HEATING SYSTEM INSULATION

Cellular and Laminated Asbestos Pipe Coverings, Blocks and Cement.

COLD INSULATION

Anti-Sweat Pipe Coverings, Hair Felt and Cork.

ASBESTOS SPECIALTIES

Plastic and Dry Refractory Cements, Asbestos Paper, Asbestos Millboard, Asbestos Packings, Asbestos Cements, Flat and Corrugated Sheathing, Careystone Asbestos Cement Shingles, Asbestos Fibre.

The Carey Line offers a profitable opportunity to wholesalers and appliers of insulation materials. Write for prices.

THE PHILIP CAREY COMPANY

Main Offices: ***Lockland,*** **Cincinnati, Ohio**

Branches and Distributors in Principal Cities

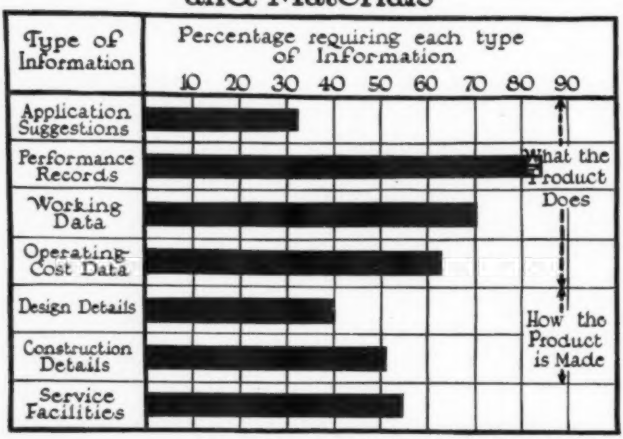
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done under conditions similar to your own. We are firmly convinced we can be of greatest service by presenting such definite data.

The following is a report secured in carrying out this plan of providing you with actual performance information. It was compiled by us, jointly with the firm using the product. It was carefully checked by our Engineering Department, and by the user's organization. It has been approved in writing by the user. Our earnest desire is to have the report correct in every detail, and we believe it is so.

We trust this report contains information of value to you. If you have problems in your plant similar to those outlined herein, we think you also can increase production and cut production costs. This process of increasing production and cutting production costs is industrial progress.

Information required by Process Industries to select Equipment and Materials



From a Survey made by Ernst & Ernst for Mc Graw-Hill

Fig. I.

There is no doubt about the fact that the buyer is primarily interested in performance records when select-

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 assure prompt and efficient service.

In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. Packings, high temperature insulations, refractory cements, low pressure insulations, asbestos roofings, brake linings and industrial friction materials, flooring and acoustical treatment form some of the major items manufactured by Johns-Manville.

Through constant research in the J-M Laboratories, scores of other items have been developed, important to the economic and physical welfare of people throughout the country.

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

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ing materials and equipment. He wants to know—"what will the product do for me?" This was very definitely proved by an investigation which Ernst & Ernst made for the McGraw-Hill Company some time ago. This study was based on information obtained from 20,000 industrial buyers, and the results are given in the accompanying chart. (See Figure I). Performance records were requested far more frequently than any other kind of data.

A very interesting comment on the subject of performance data appeared in an editorial in "Power" a number of months ago. This editorial, which was written by George Edwards, follows:

I have heard it said of the technical engineers of some countries that they get such a thrill out of good design that they don't care whether it is ever built or how it performs in practice. Not so in the U. S. A. With all our faults, we do place a lot of weight on results. It's the American habit, and a mighty useful one.

When I buy equipment I am interested in what it will do for me. The best way to judge this is to see what it did for somebody else.

The "what" comes first in my mind. After that comes the "why", because it gives me a chance to add to my general knowledge of the factors that make for successful performance under different conditions, if necessary.

The performance reports are used in many ways in the J-M Sales Promotion Department. Following is a brief outline of their more important uses.

I. Advertising (general and industrial).

II. Direct mail campaigns.

III. Advertising Literature.

IV. Sales Manual and Technical Data Pages.

V. J-M House Organs: The Power Specialist, Sound Advice, and Insulation Service.

They are also found very valuable as articles in many of the regular trade and industrial publications.

One of the most important uses of the reports is in personal sales work. The following suggestions are made to J-M Sales Representatives concerning the methods of using these reports in their contacts with prospective customers:

(a) To get the interview. The report may be par-

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Bell
Asbestos Mines

Thetford Mines, P. Q., Canada

BELL ASBESTOS MINES · THETFORD MINES ·

HIGHEST QUALITY

Crudes and Fibres
of all Grades

Shipped to All Parts of the World

Sales Agents

KEASBEY & MATTISON COMPANY

AMBLER U. S. A. PENNA.

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ticularly useful in getting to see a prospect who says he isn't interested. He certainly *is* interested in making greater net profits.

(b) During the interview:
To prove all claims.
To answer questions.
To sell the men "higher up" who have the real authority to buy.
To sell to an industry you may not be well acquainted with. The report gives you enough information to talk the prospect's language.
Go over the report with the prospect while you are in his office. Then also leave it with him for private perusal.

(c) Send a report to a prospect after a call, when you know his specific problem.

The results obtained by using these reports correctly in personal selling are definite proof of their value. We are presenting here a few examples of the effectiveness of these reports in getting businss.

Following is a letter received from one of the District Headquarters on November 10, 1931, which cites a very definite instance of where a Performance Report helped to get an order.

"I am very pleased to advise you that we received an order last week from the Blank Company for Superex Blocks to be used in insulating one of their kilns. The order amounted to $1,357.00. Unquestionably, the Performance Report prepared at the Pennsylvania-Dixie Cement Corporation (Report No. 36) was of decided assistance in convincing our customer of the necessity of this insulation and making the sale. It was a very outstanding case of the value of the proper use of Performance Reports; the report was of invaluable service in the transaction."

Here is another instance from another District.

"You might be interested in knowing that I used the Performance Report in the sale of Sil-O-Cel Brick for insulating two boiler arches. The more of these reports we

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get, the better, because a concern is always interested in the way another concern in the same line of business conducts their operations, the kind of materials they use, the results they get, etc."

And from one of the branch offices comes the following:

"Here is an order received with practically no work on my part, thanks to the Performance Report."

The reports have also proved to be very valuable in selling such products as Acoustical Treatment. Following is a memorandum from one of our representatives in another office:

"The officials of the Blank Bank Building were rather skeptical as to what we could do for them on acoustics, but after studying Performance Report No. 32 were convinced that the treatment recommended was what they needed. They are more than satisfied with the results and we will get several more rooms to treat later on."

THE RIC-WIL COMPANY
1562 Union Trust Building · · · · · Cleveland, Ohio
Branches: New York · Atlanta · Chicago
AGENTS IN PRINCIPAL CITIES
REG. U. S. PAT. OFF.
RIC-WIL
CONDUIT SYSTEMS FOR
UNDERGROUND STEAM PIPES

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Reorganization of Asbestos Corporation Limited

A Plan of Re-organization of Asbestos Corporation, Limited, has been decided upon, and details concerning it, the Deposit Agreement and Letter of Transmittal and Deposit, have been issued under date of January 27th.

That our readers may be posted on the principal points of the plan, we quote from letter sent by the Re-organization Committee on January 27th to the Holders of First and Refunding Mortgage Bonds, General Mortgage Bonds and Preference and Common Shares.

This letter is signed by Robt. F. Massie, Chairman of the Re-organization Committee (who also is President of Asbestos Corporation Limited and President of the Dominion Fire Insurance Company). The other two members of the Committee are Charles W. Colby and Kenneth T. Dawes, both Directors of Asbestos Corporation Limited, Mr. Colby being also a Director of The Canadian Bank of Commerce, and Mr. Dawes, Vice-President of The National Brewers Limited.

The letter describes the plan as follows:

The outstanding features of the plan are:

(a) To retain the present Company and thus avoid the expenses of incorporating a new Company and the costs and fees involved in numerous transfers of property;

(b) The underlying Bonds (Thetford-Vimy, Maple Leaf and Asbestos Corporation of Canada) to remain as at present.

(c) To extinguish the present First and Refunding Mortgage and General Mortgage Bonds and the present preference and Common shares, substituting therefor new Bonds and/or Shares as indicated below;

(d) To revise the share capital so as to consist of 300,000 no par value shares; to provide for new First and Refunding Mortgage Bonds (conditionally issuable if required only for the special purposes of refunding the underlying Bonds and to provide additional working capital); and to make a new issue called "General Mortgage Income Bonds" with special provisions regarding interest and other terms as outlined in the Plan;

(e) The present First and Refunding Mortgage Bondholders to receive $100 principal amount of New Income Bonds and 1 share of capital stock for each $100 principal of their present Bonds and for all interest in arrears;

(f) The present General Mortgage Bondholders to receive

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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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1½ shares of capital stock for each $100 principal of their present Bonds and for all interest in arrears.

(g) The Preference shareholders to receive 1½ shares of capital stock for each 10 shares of present Preference stock.

(h) The Common shareholders to receive 1¼ shares of capital stock for each 50 shares of present Common stock.

The above distribution is based upon a survey of the relative merits of the various securities and of the possible future earnings of the Corporation.

The following is a comparison between the present and the proposed capitalization:

Present Issued Capitalization		Estimated Revised Capitalization		
			Authorized	Issued
Underlying Bonds	$ 749,179	Underlying Bonds	$ 749,179	$ 749,179
		New First Mortgage Bonds	1,500,000	
First Mortgage	2,361,000			
Gen. Mortgage	4,132,300	New Gen. Mtgr. 6% Income Bonds	2,361,000	2,361,000
Preference Stock ($100 par value)	7,456,400			
	$14,698,879		$4,610,179	$3,110,179
Common Stock no par value	200,000 shares	Capital Stock no par value	300,000 shares	101,799 shares

Provisions are to be made so that, so far as may be, all voting rights attached to shares (other than Directors' qualifying shares) will be vested in five Voting Trustees during the life of the Income Bonds, and the new share certificates, if found advisable, may be issued to the voting trustees for that purpose, in which case voting trust certificates will be issued to the holders of existing Bonds, Preference and Common Shares. The first Voting Trustees will be: A. P. S. Glassco, Secretary and Bursar of McGill University; James Hutchinson, of Riddell, Stead, Graham & Hutchison, Chartered Accountants; W. Wynne Robinson, Manager, National Trust Company, Ltd., Montreal; Arthur F. White, Vice President, The Canadian Bank of Commerce; Arthur B. Wood, Vice President, Sun Life Assurance Company of Canada.

These gentlemen are acting at the request of the Directors and with the approval of holders of substantial amounts of the present First Mortgage and General Mortgage Bonds and of Preference and Common Shares.

The letter goes on to say that The Committee believe that with the return of normal conditions and given reasonable time to receive the benefits of the reorganization, the

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plan will permit of profitable operation. The proposed recapitalization will put the Corporation in an exceptionally strong position to compete for its full share of all desirable business. The present Directors and Managers will continue in office.

Readers may borrow our copy of the **complete plan** and deposit agreement, if interested to know the details.

Classification of Canadian Chrysotile Asbestos

(Revised)

December "ASBESTOS" contained the report of the Canadian Classification Committee and gave the classifications, and definitions of classifications decided upon.

Unfortunately thru an error on the part of the Quebec Bureau of Mines, the first draft of the classification was given rather than the final report.

Since there were quite a few differences, important and otherwise, we now reprint the final report, and have printed in italics the changes made.

CANADIAN CHRYSOTILE ASBESTOS—CLASSIFICATION

Asbestos mines products are divided into two classes: "Crude Asbestos" and "Milled Asbestos" respectively, defined as follows:

"CRUDE ASBESTOS" consists of the hand selected cross-vein material essentially in its native or unfibrized form.

"MILLED ASBESTOS" consists of all grades produced by mechanical treatment of asbestos ore.

"Crude Asbestos" and "Milled Asbestos" are subdivided into groups designated and defined here below.

The classification of the Milled Asbestos grades, unless otherwise specified, is based on the "Quebec Standard Testing Machine," the description of which is given on pages 36 and 37 of Report on Mining Operations in the Province of Quebec for year 1927, and in manner indicated therein.

SHIPPING TEST. The shipping test is the average of tests of representative samples of each carlot or smaller

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shipment, taken at the time of shipping.

GUARANTEED MINIMUM SHIPPING TEST. The guaranteed minimum shipping test is that below which the actual shipping test shall not fall.

(Maximum shipping test has been omitted in the final report.)

GROUP No. 1. CRUDE No. 1. Consists basically of crude three quarters of an inch staple and longer.

GROUP No. 2. CRUDE No. 2. Consists basically of crude three eights of an inch staple up to three-quarters of an inch.

CRUDE RUN OF MINE— Consists of unsorted crudes.

CRUDES, SUNDRY— Consists of crudes *not otherwise specified.*

GROUP No. 3. SPINNING OR TEXTILE FIBRE. Consists of fibre testing 0-8-6-2 and over.

Standard Designation of grades	Guaranteed Minimum Shipping Test
3D	8 — 6 — 1 — 1
3F	7 — 7 — 1½— ½
3K	4 — 7 — 4 — 1
3M	2 — 9 — 4 — 1
3R	2 — 8 — 4 — 2
3T	1 — 9 — 4 — 2
3Z	0 — 8 — 6 — 2

GROUP No. 4. SHINGLE FIBRE. Consists of fibre testing below 0-8-6-2 to and including 0-1½-9½-5.

4D	0 — 5 — 10 — 1
4F	0 — 3 — 12 — 1
4K	0 — 4 — 9 — 3
4M	0 — 4 — 8 — 4
4R	0 — 3 — 9 — 4
4T	0 — 2 — 10 — 4
4Z	0 — 1½— 9½— 5

GROUP No. 5. PAPER FIBRE. Consists of fibre testing below 0-1½-9½-5 to and including 0-0-8-8.

5D	0 — ½ — 10½— 5
5F	0 — ½ — 9½— 6
5K	0 — 0 — 12 — 4
5N	0 — 0 — 11 — 5
5R	0 — 0 — 10 — 6
5T	0 — 0 — 9 — 7
5Z	0 — 0 — 8 — 8

GROUP No. 6. WASTE, STUCCO OR PLASTER. Consists of material testing below 0-0-8-8 and *above 0-0-5-11.*

6D	0 — 0 — 7 — 9
6F	0 — 0 — 6½— 9½

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GROUP NO. 7. REFUSE OR SHORTS. Consists of material testing *0-0-5-11 and below, including material testing below 0-0-1-15 and specified as weighing 35 pounds or less per cubic foot, loose measure.*

7D	0 — 0 — 5 — 11
7F	0 — 0 — 4 — 12
7H	0 — 0 — 3 — 13
7K	0 — 0 — 2 — 14
7M	0 — 0 — 1 — 15
7-20	20 lbs. per. cu. ft. loose measure
7-25	25 lbs. per cu. ft. loose measure
7-30	30 lbs. per cu. ft. loose measure
7-35	35 lbs. per cu. ft. loose measure

GROUP NO. 8. SAND. Consists of such asbestos mill products as sand weighing over 35 pounds and under 75 pounds per cubic foot loose measure, and containing a preponderance of rock.

8-40	40 lbs. per cu. ft. loose measure.
8-45	45 lbs. per cu. ft. loose measure.
8-55	*55 lbs. per cu. ft. loose measure.*
8-75	*75 lbs. per cu. ft. loose measure.*

GROUP NO. 9. GRAVEL AND STONE. Consists of such asbestos mill products weighing 75 pounds and over per cubic foot, loose measure.

9	*75 lbs. and over per cubic foot, loose measure.*

Wages on Government Contracts

On January 19th, 1932, the President of the United States issued an Executive Order covering Stipulations for the Payment of Prevailing Rate of Wages in Public Building Contracts.

Briefly, this order stipulates that the wages paid by contractors to workmen on government jobs, must be at the rates prevailing in the section in which the job is located, *without a subsequent deduction or rebate on any account.* Further that payrolls and agreements are open to inspection by the contracting officer and that a clearly legible statement of the rates payable on the contract shall be posted by the contractor in a prominent and easily accessible place at the site of the work.

Copy of the complete Order will be supplied by "ASBESTOS" to any reader requesting it.

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The Business Census for 1931

Asbestos Manufacturers in the United States have received or will receive within a week or so, a questionnaire from the Bureau of the Census, Washington, asking for certain information covering production of asbestos materials during 1931.

The 1931 questionnaire is considerably simpler than the last one (1929) a number of the less important inquiries having been dropped, but manufacturers should fill in the questions on this present questionnaire as carefully and accurately as possible.

Reports should also be returned to the Bureau promptly. You will remember how very interesting the 1929 Census on Asbestos Products was, but it was not issued by the Bureau until November 1930 (See page 10, "ASBESTOS," November 1930), all the replies not being received until just before that date. If the replies are received earlier the Bureau will do its part to have the combined report issued promptly.

The major items covered by the 1931 questionnaire are only four in number:

Wage earners employed by months
Wages paid
Cost of materials, fuel and purchased electric energy
Products by quantity and value.

All of these will be interesting but the last named item especially so, and we urge great care on the part of manufacturers in filling out the blanks in this last division. When separate figures are asked for two different products, do not combine them and give one figure, as that defeats the purpose of the census.

If you want real statistics on your division of the Asbestos Industry, do your part by sending in your figures promptly, completely and accurately.

The General Electric Company announces a new gasket material compound. It is said to be moisture-proof and highly oil-resistant. It is a white, odorless, sulphur-free rubber compound, available both in sheets and molded shapes.

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JOHNSON'S COMPANY

Established in 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

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

New Mill at Thetford Mines now in operation. Shall be glad to submit samples of new grading upon request.

Agents for Continental Europe

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ASBEST-UND ERZIMPORT
G. M. B. H.

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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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Unfair Comparisons

The Industrial Power for December 1931, publishes a short article comparing results obtained by insulating with mineral felt and with asbestos cement.

The article reads as follows:

BOILER INSULATED WITH FELT SHOWS SAVINGS

Some tests were recently made by the Port of Portland (Maine) Authority to determine the effects of mineral felt insulation for boilers on the State Pier. The results showed a saving in coal of twenty-two per cent.

The boilers shown were tested. One had a covering of one and one-half inches of asbestos cement and the other one and one-half inches of mineral felt. The test was run for thirty days in order to determine the fuel saving over a sufficiently long period to give convincing data.

At the end of thirty days' steaming with each boiler carrying the same load, it was found that the boiler with the old type of covering had consumed 26,000 pounds of coal and that the coal used in the boiler newly covered with mineral felt had used but 20,280 pounds—a saving of twenty-two per cent.

While the statement made as to the consuming of coal, savings effected, etc., are most likely true, the comparison of a high pressure insulation with a low pressure one, is hardly fair—just like comparing a Packard and a Ford; each is adequate to perform the service expected of it.

If the boiler is of the size indicated by the article, the material normally specified and used for insulating it would be one having a higher efficiency than asbestos cement—probably 85% Magnesia, aircell board or—mineral felt. In other words we do not expect asbestos cement to do the job satisfactorily in this day and age.

This very subject is discussed by Mr. Zeiner in his article "Comments on Various Heat Insulations," which appeared in November 1931 "ASBESTOS"—page 8. Mr. Zeiner's article can be used advantageously by insulation firms who run into this sort of competition.

The article in Industrial Power is very misleading to the average individual who is unfamiliar with insulation practice.

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Raw Asbestos Distributors

LTD.

RHODESIAN WHITE ASBESTOS

the products of the following MINES

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

TRANSVAAL WHITE ASBESTOS

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

SOUTH AFRICAN BLUE ASBESTOS

the product of
DOMINION BLUE ASBESTOS MINES (Prop'y)
KURUMAN.

Samples and Prices to be obtained from

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

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

OR FROM

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

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BRAKE LINES

This page devoted to the discussion of brake lining activities by the Asbestos Brake Lining Association

The first meeting of the Asbestos Brake Lining Association, Inc., for 1932 was held January 13th at the New York Athletic Club, New York City.

The principal item for discussion was the question of High vs. Low List Prices, and after practically every member present had expressed their views, the following statement was made to the trade:



F. R. Lee

"The Asbestos Brake Lining Association has today decided to adopt a reduced brake lining list price. The amount of the reduction and its effective date has not yet been determined but a committee appointed to consider the matter has been instructed by the Association to make its recommendations.

A further development of the meeting disclosed that the Association has definitely broadened its scope and has included the Rivet Manufacturers (producers of brake lining rivets) as Associate Members. It is mutually agreed that the two industries have many problems in common and that much can be accomplished for the good of the industry and the trade thru their co-operation.

The photograph which appears on this page is that of F. R. Lee of the Thermoid Rubber Company, who was recently elected First Vice President of the Asbestos Brake Lining Association for 1932.

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

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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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Asbestos as Tunnel Lining

In London they plan to make their subway tunnels as nearly noiseless as possible.

The rush and roar of the underground trains will be softened by the use of asbestos.

This is accomplished by a special treatment of the tube walls with asbestos fibre. The asbestos fibre is torn into shreds by a machine which feeds the fibre over a moving leather band studded heavily with little spikes, and from there is sent over revolving steel combs. Immediately afterward the fibre is forced out at high pressure thru a nozzle, and a second nozzle close to it sends out a fine spray of adhesive. The two streams meet, the asbestos is forced on to the wall of the tube and remains there. The process is continued until the deposit is half an inch thick.

Experiments at the National Physical Laboratory prove that the volume of noise is reduced to an extraordinary extent and it is believed that by lining the tube walls by this method the greatest approach ever made to a silent tube will be possible.

A quarter of a mile of the Hampstead Tube is being treated in this manner, Newall's Insulation Company carrying out the experiment. If successful the whole of the Piccadilly extension will eventually be treated in the same way.

The process reminds one of the Sprayo-Flake process described in January "ASBESTOS."

The newest Auburn motor cars are equipped with a specially developed insulation, composed of a layer of asbestos felt, a center one of wool felt and one of ply board, this being applied to the dash of the car to reduce any possible engine noises and regulate heat.

MELVIN R. WARE
PRACTICAL PAPER MILL CONSULTANT
— Specializing in —
Automatic Paper-Making Systems "Direct" White Water Systems
Beater Control Systems
GLYNDON, MARYLAND

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ASBESTOS

ASBESTOS CORPORATION LIMITED

THE LARGEST INDIVIDUAL

PRODUCER OF

RAW ASBESTOS

IN THE WORLD

THETFORD MINES

QUEBEC CANADA

MINES AT

THETFORD MINES
EAST BROUGHTON
VIMY RIDGE
BLACK LAKE
COLERAINE
ROBERTSON

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Brake Lining for Free Wheeling

Each change in automobile brakes, and often in other mechanism of the car, brings forth changes in brake lining.

Brake Lining manufacturers are constantly experimenting with various combinations of materials, with a view to improving the service given by the brake lining.

Now free wheeling and its attendant new braking problems are holding the attention of brake lining engineers.

One of the first linings to be developed for free wheeling is the new Grey-Rock Eagle, manufactured by the United States Asbestos Division in Manheim, Pa.

To quote the manufacturers, "the new departure is the introduction into Grey Rock Eagle of those very elements previously found only in molded brake linings. It is semi-molded, combining the best features of both woven and molded linings, and giving satisfactory results on every type of brake, internal and external. A truly universal brake lining."

"It is not affected by normal braking temperature and is therefore ideal for cars equipped with free wheeling and for heavy duty service."

The manufacturers will be glad to supply a sample to anyone interested.

During 1930 Canada produced the following quantities of Asbestos Manufactured Goods:

Asbestos Yarn	353,927 pounds
Asbestos Cloth	49,368 pounds
Asbestos Paper, corrugated and plain	1,730,369 pounds

these figures according to bulletin just issued by the Dominion Bureau of Statistics.

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

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Asbestos Fibre

for the manufacture of

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE of QUEBEC
CANADA

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CONTRACTORS AND DISTRIBUTORS PAGE

DEFINITE MOVE TO REDUCE BUILDING WAGE RATES

The trend of thought thruout the building trades is toward reduction in wage rates. Profits, income and salaries have all taken cuts. Labor in most cases still remains high.

During the past month Philadelphia building employers have made a definite move toward lower rates. Philadelphia rates run all the way from $1.62½ for iron workers, lathers and plasterers, to $1.00 for painters.

The proposal made by the more than 600 employers in the building industry in Philadelphia, thru the Philadelphia Builders Exchange and Employers Association, on Wednesday, January 20th, is that a flat wage scale of $1.00 an hour for all classes of skilled mechanics who are now receiving more than this rate, be adopted.

The reduction would affect approximately 50,000 men who are skilled in the construction field. Bricklayers, plasterers, sheet metal workers, electricians, iron erectors, marble setters, metal lathers and steam fitters, asbestos workers, etc., etc.

George S. Stuart, Secretary of the Philadelphia Builders Exchange, in a statement made to the press, says: "While we feel that the move will have a great effect upon the construction industry in that it will increase construction, it must be understood that such a declaration is not a move against the labor unions. It is far better to have a construction cost whereby the buying public is able to pay and hundreds of thousands are given employment, than to have a high scale with little work and only a few in the trades actively engaged.

Naturally, the Labor Unions are not favoring the change in rate; some of them are protesting strenuously against it. The agreements held by the unions were made at the peak of prosperity and run anywhere from three to five years. In some cases therefore the Unions have declared their intention to hold the employers to the five year (or three year as the case may be) agreement, even going so far as to take the matter to Court. Up to the present time, however, no decision has been rendered by the Courts.

Even if the decisions are favorable to the Unions, it is very doubtful that they will benefit. Indeed quite the reverse, for many shops are simply "keeping house," unable to obtain any amount of work at the high rates, and so unable to employ their men regularly, or to give employment to more than the lowest minimum number.

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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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The flat dollar rate would permit a wage of $44 a week, based on 44 hours at $1.00 a hour. Even if the weekly wage at first fell below that figure, it would undoubtedly be far better than walking the streets with no income whatever.

The lower living cost (strikingly illustrated by the recent low price of butter for instance, a standard grade of which is now selling at 29c a pound when a year or so ago it was twice that) should make a lower wage acceptable.

The Philadelphia Employers believe that if all building wage rates were reduced it would act as a stimulus to building activity and would help to pull the city out of the depression into the much hoped for "prosperous times."

Asbestos Workers have already, as of January 1st, accepted a reduction, the previous rate for mechanics being $1.37½, and this now being reduced to $1.12½. Helpers formerly got 60c for 1st and 2nd year, and 93¾c for 3rd and 4th year; now the rate is 45c for 1st year, 55c for 2nd, 65c for 3rd and 75c for 4th.

It is felt that several of the other trades will soon fall in line.

Pittsburg has also announced a 25% cut in building wage rates. The unions of course are reluctant to grant it and a strike is threatened.

New York City has announced a cut of 25 to 30 percent, effective May 1st, the expiration date of the agreement. As a result the majority of building is being held up until May 1st.

The latest appears to be that men will work at the new scale if jobs are offered but at present there is very little work.

Out of the 140,000 men enrolled in the Building Trades Council not 25,000 are at work. The old rate in New York City for Asbestos Workers (mechanics) is $13.20 a day, the new rate $10.00 a day.

Readers are requested to report wage cuts, new agreements, etc., as they occur in various cities.

BUILDING

The final quarter of 1931 produced a contract total of $530,141,700 for all classes of construction in the 37 states east of the Rocky Mountains. The total for the whole year 1931 in the 37 states amounted to $3,092,849,500 in actual contracts awarded.

Construction expectations for the first quarter of 1932 as summed up by L. Seth Schnitman, Chief Statistician of F. W. Dodge Corporation, point to the fact that altho this balance wheel of American industry turns more slowly, it is still turning—not standing still—and at a pace which approximates pre-boom conditions.

Mr. Schnitman estimates that $850,000,000 will be a maximum construction volume for the first quarter of 1932 in the United States.

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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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ASBESTOS MARKET CONDITIONS

General Business:

"Looking Ahead" a little four page monthly forecast prepared and published by Alvin T. Simonds, President of the Simonds Saw Company, Fitchburg, Mass., is one of the most dependable forecasts which this writer has ever seen. In the January issue all factors taken into consideration and explained prediction is made without qualification that we will have a decided upturn in business in the spring of 1932. This is the first favorable prediction by "Looking Ahead" in two years and is most encouraging.

Asbestos: Raw Material:

Shipments of asbestos from Thetford, for the month of January were less than they were for the month of December. Prices are no lower.

While producers of asbestos are a little more optimistic regarding sales for the next three months, there is nothing definite on which this optimism is based except they feel that stocks are so low that manufacturers must be in the market for raw material shortly.

Any one of the mines in Thetford can easily supply the demand for all the asbestos that the market requires of Canadian material.

Manufactured Asbestos Goods.

Textiles. So far as can be discerned there is no particular change from conditions reported last month.

Woven Brake Lining has been so seriously hurt by the increasing use of molded lining that spun yarn and yarn products cannot fail to be seriously affected. There is very little, if any, new theatre building or building of any kind to consume electric cable, wire and other commodities in which spun yarn and yarn products are used. Hence the volume is small and with no curtailing of productive capacities the fight for the small volume of business is very bitter.

Brake Lining. In a report from a news agency one

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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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brake lining manufacturer reports a very considerable increase in business thruout the United States for the month of January. No prophecy is made about the rest of 1932, but it is very gratifying to see that January is better.

Insulation. Low Pressure. Again for the reason there is so little building the demand for low pressure covering is small altho prices have been reasonably firm considering how very little volume is available.

Insulation High Pressure. Shipments for January are apparently somewhat better than they were for the month of December altho this is probably accounted for by the fact that many purchasers would not increase December 31 inventory and deferred purchasing the stock until January. Prices are firm and while output is tremendously below 1928-29 and 30 it has not yet dropped to the extent it has in the Iron and Steel Industry or even in the Asbestos Paper Industry.

Paper and Millboard. We can discern no change in this situation due to the lack of new building. One well known economist stated last week that the United States is decidedly behind its normal building program considering the period from 1912 to 1932 as a whole. If this be true then we can certainly look confidently for new building business in volume.

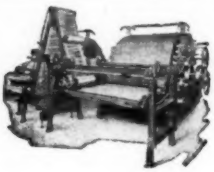
Asbestos Cement Products. Asbestos shingle sales are equal to this period a year ago as far as the number of squares being sold is concerned, altho lower prices will show the dollar value of sales proportionately less. Apparently sales of asbestos cement products, including shingles and corrugated are holding their own in comparison with general business.

Note—The above represents the opinions of various men in the Industry, closely in touch, day by day, with the several markets. If your ideas differ let us have your side of the story.

Orders received by the General Electric Company during the year 1931 amounted to $252,021,496, compared with $341,820,312 for 1930, a decrease of 26 per cent.

Sales billed and earnings for the year 1931 are not yet available, but the complete annual report will be forthcoming in March.

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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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PRODUCTION STATISTICS

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	November 1931 Tons (2000 lbs.)	Value		
Bulawayo District.				
Nil Desperandum (African Asb. Mng. Co., Ltd.)	181.20	£ 2,265	..	..
Pangani (J. S. Hancock)	11.69	137	7	3
Victoria District.				
Gath's (Rho. & Gen. Asb. Corp .Ltd.)	136.42	1,705	5	6
King (Rho. & Gen. Asb. Corp. Ltd.)	125.93	1,574	2	..
Regina A (African Asb. Mng. Co. Ltd.)	97.65	1,220	12	6
	552.89	£6,902	7	3
November 1930	*3,271.17*	*£336,692*	*15*	*1*

Africa (Union of South).

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

	November 1930 Tons (2000 lbs.)	Value	November 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	233.50	£ 2,335	165.60	£ 1,610
Chrysotile	638.00	9,918	934.00	10,847
Cape				
Blue	472.57	14,048	224.28	4,777
	1,344.07	£26,301	1,323.88	£17,234

Canada.

(Published by Bureau of Mines, Province of Quebec).

Production—Divided by Grades	December 1931 Tons (2000 lbs.)
Crude No. 1	10
Crude No. 2	11
Other crudes	....
Spinning fibres	660
Shingle stocks	1,695
Paper stocks	2,166
Waste, Stucco or Plaster Materials	2,575
Refuse and Shorts	3,406
	10,523
By Products (sand, gravel, etc.)	499

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Allbestos
CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS

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Woven Brake Lining and Allied Products
Custom weaving all sizes of untreated brake lining tape up to 12 inch wide and 1-¼ inch thickness.
Non-Ferrous Cloth
Plain Cloth --- Metallic Cloth
Asbestos Tapes and Wiping Cords, Yarns
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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ASBESTOS

Production of Canada by months for 1931, comparing with 1930[1]:

	1930 tons	1931 tons		1930 tons	1931 tons
January	17,117	12,807	July	17,070	13,597
February	16,112	13,147	August	18,353	13,079
March	19,559	13,114	September	20,746	15,876
April	23,825	13,924	October	26,322	16,546
May	23,045	12,106	November	18,448	14,068
June	24,035	11,047	December	17,480	10,523
				242,112	159,834

[1] Ton — 2,000 lbs.

ASBESTOS STOCK QUOTATIONS

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

	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–			.12½
Asb. Corp. (Pfd.)	100	7			.25
Carey (Com.)	100	8	No Sales		
Carey (Pfd.)	100	6			99
Certainteed (Com.)	np	–	3	2½	3
Certainteed (Pfd.)	100	7	22½	11½	11⅞
Garlock Packing (Com.)	np	–	8⅞	8⅛	8⅛
Garlock Pkg. (6s Deb. 1939)	100	6	No Sales		
Johns-Manville (Com.)	np	3	24¼	15⅞	18⅞
Johns-Manville (Pfd.)	100	7	100	85	97
Raybestos-Manhattan Inc. (Com.)	np	–	12	9⅜	11¼
Ruberoid (Com.)	np	4	34½	33¼	
Thermoid (Com.)	np	–	2¾	1½	2⅜
Thermoid (Pfd.)	100	7	No Sales		
Thermoid (Bonds)	100	6	40	29	

Since the first of the year five American companies have incorporated in Canada, and have begun or are preparing to manufacture. They are the Hudson Motor Car Company of Michigan, the Walter Motor Truck Company of Long Island City, N. Y., the Arrow-Hart & Hegeman Electric Company of Hartford, Conn., the Kellogg Mfg. Company of Rochester, N. Y., and the Simrall Refining Corporation of Cincinnati.

The Cleveland Regional Meeting of the American Society for Testing Materials, will be held on March 9th in Cleveland, Ohio. The technical program of this meeting will be a symposium on rubber.

The Annual Meeting of the Society will be held in Atlantic City, June 20th to 24th.

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ASBESTOS



Unmanufactured Asbestos.

	December 1930 Tons (2240 lbs.)	December 1930 Value	December 1931 Tons (2240 lbs.)	December 1931 Value
Africa (Br. S.)	64	$ 13,321	39	$ 4,877
Canada	13,230	359,901	5,989	161,138
Italy	2	797	2	1,518
Russia	1,404	128,380	..	..
United Kingdom	57	9,595	..	..
	14,757	$511,994	6,030	$167,533

Tabulation of Crudes and Fibres:

No Crude was imported from Canada during December 1931, the 5,989 tons consisting of 1986 tons of Mill Fibre, and 4,003 tons of Lower Grades. The Material imported from other countries during December, 1931, was Crude.

Division by Grades of the December 1930 figures will be found on page 38 of the February 1931 number.

Manufactured Goods:

	December 1930 Pounds	December 1930 Value	December 1931 Pounds	December 1931 Value
Yarn—				
Germany	.....	.....	500	$ 2,226
United Kingdom	1,344	$ 723	1,068	476
Fabrics, Woven—				
Austria	2,460	1,578	.....	.....
United Kingdom	475	387	.....	.....
Packing, Fabric—				
Sweden	242	100	.....	.....
United Kingdom	691	215	1,046	556
Packing, Not Fabric—				
Austria	3,860	4,040	14,393	4,117
Germany	.....	.....	9,430	3,243
Hungary	.....	.....	864	610
United Kingdom	3,742	1,829	656	161
Shingles and Slates of Asbestos Cement—				
France	139,693	1,690	55,781	755
Germany	52,200	720	.....	.....

Lumber of Asbestos Cement—None

Paper and Millboard—None

Asbestos Cement—None

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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

ELWOOD J. WILSON

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—

CYPRUS TRADING CORPORATION, Ltd.

49, ST. JAMES'S STREET

LONDON, S. W. 1

	December 1930 Pounds	December 1930 Value	December 1931 Pounds	December 1931 Value
Brake and Clutch Lining, Molded, Pressed or Formed—				
United Kingdom	259	140	.....	.....
Brake and Clutch Lining of Woven Fabric—				
Germany	.....	.....	12,779	2,518
United Kingdom	.....	.....	900	213
Articles in Part of Asbestos—				
Italy	850	17	.....	.....
Canada	40,780	1,751	.....	.....
Other Manufactures—				
Canada	660	55	.....	.....
France	300	153	.....	.....
Germany	77	89	.....	.....
Italy	29	16	.....	.....
United Kingdom	81,973	7,094	.....	.....
Exports from U. S. A.	329,635	$20,597	97,417	$14,875

Exports of Unmanufactured Asbestos during December[1] 1931 amounted to 61 tons, valued at $6,498. During the same month in 1930, 170 tons valued at $28,817.

Exports of Manufactured Asbestos Goods:

	November[1] 1930 Pounds	November[1] 1930 Value	November[1] 1931 Pounds	November[1] 1931 Value
Paper, Mlbd. & Rlbd.	137,329	$10,364	89,353	$27,851
Pipe Covg. & Cement	356,425	19,345	95,804	5,279
Textiles, Yarn & Pkg.	131,640	63,179	63,914	38,644
Brake & Clutch Lining[2]	413,245[2]	81,620	.....	.....
Molded and semi-molded	.....	.....	.....	27,026
Not molded[2]	.....	.....	150,853[2]	32,528
Magnesia & Mfrs. of	422,238	36,598	168,256	15,751
Asbestos Roofing[3]	1,727[3]	12,392	677[3]	4,531
Other Asbestos Mfrs.	178,372	18,348	48,616	10,299

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

Exports of Raw Asbestos from Canada.

	December 1930 Tons (2000 lbs.)	December 1930 Value	December 1931 Tons (2000 lbs.)	December 1931 Value
United Kingdom	185	$ 16,725	167	$ 14,600
United States	5,488	245,666	2,215	106,271
Australia	.....	29	50	3,000
Belgium	1,024	90,588	1,257	97,615
France	510	32,050	1,040	65,300
Germany	456	46,460	1,273	99,788
Italy	122	9,700	.....	.....
Japan	604	31,450	627	24,580
Netherlands	262	10,444	290	20,000
Spain	10	450	.....	.....
	8,661	$483,562	6,919	$431,154

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ASBESTOS

	December 1930 Tons (2000 lbs.)	Value	December 1931 Tons (2000 lbs.)	Value
Sand and Waste—				
United Kingdom	90	2,250	170	3,407
United States	8,907	125,799	5,392	73,645
Belgium	40	1,000	90	1,515
France	180	3,375	130	2,225
Germany	570	11,380	490	11,080
Italy	22	550	60	1,080
Japan	40	950	....	.....
Netherlands	579	12,145	144	3,600
	10,428	$157,449	6,476	$96,552
	19,089	$641,011	13,395	$527,706

Imports and Exports by England.

Imports of Raw Material.	December 1930 Tons (2240 lbs.)	Value	December 1931 Tons (2240 lbs.)	Value
From Africa (Rhodesia)	1,205	£42,770	756	£18,349
From Canada	1,012	13,401	343	5,785
From Africa (Union of So.)			420	5,846
From Africa (Port. E.)			5	144
From Austria			24	150
From Belgium			....	6
From Cyprus	231	5,711	90	2,150
From Finland			25	225
From Germany			89	537
From Russia			19	548
From U. S. of America			71	1,016
	2,448	£61,882	1,842	£34,756
Re-Shipments	83	£ 3,363	305	£ 6,979
Exports of Manufactured Asbestos Goods:				
To Netherlands	971	64,546	62	3,303
To France	850	82,078	22	2,774
To U. S. A.	69	19,371	8	652
To Br. India	6,696	154,422	232	6,383
To Australia	405	74,581	17	3,591
To Other Countries	19,097	869,719	997	45,248
	28,088	£1,264,717	1.338	£61,951

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SUMMARY FOR THE YEAR — IMPORTED INTO THE U. S. A.

Unmanufactured Asbestos—By Countries.

	Year 1930		Year 1931	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Br. S.)	1,893	$ 297,749	735	$ 94,110
Africa (Port. E.)	1,163	432,525	459	95,239
Canada	178,634	5,466,838	115,667	3,232,682
China	.....	.....	1	280
France	1	267	.....	.....
Germany	350	83,981	98	10,700
Italy	43	8,752	51	10,170
Russia	4,048	660,559	1,953	104,271
United Kingdom	382	114,153	851	166,465
	186,514	$7,064,824	119,815	$3,713,917

Unmanufactured Asbestos—By Grades.

Africa (Br. S.)				
Crude	1,893	$ 297,749	735	$ 94,110
Africa (Port. E.)				
Crude	1,163	432,525	459	95,239
Canada				
Crude	1,736	536,356	493	130,262
Mill Fibre	61,620	3,119,978	41,775	1,993,484
Lower Grades	115,278	1,810,588	73,399	1,108,936
China				
Crude	..	.....	1	280
France				
Crude	1	267	..	.....
Germany				
			96	10,633
Crude	350	83,897	2	67
Italy				
Crude	43	8,752	27	9,855
Lower Grades	....	.....	24	315
Russia				
Crude	4,048	660,559	1,953	104,271
United Kingdom				
Crude	367	113,684	851	166,465
Lower Grades	15	469	.....	.....
	186,514	$7,064,824	119,815	$3,713,917

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Manufactured Asbestos (Imported into U. S. A.).

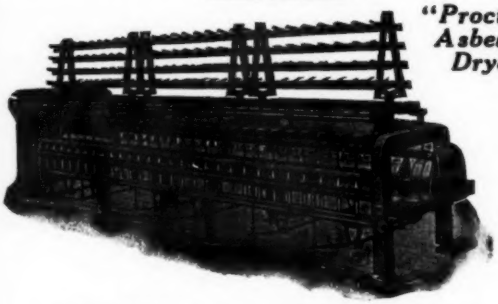
	Year 1930 Pounds	Year 1930 Value	Year 1931 Pounds	Year 1931 Value
Yarn—				
Germany	10,968	$ 5,739	10,563	$ 7,385
Italy	198	270	.....	.....
United Kingdom	9,362	5,382	34,781	13,234
Fabrics, Woven—				
Austria	4,576	2,920	.....	.....
Canada	15	60	155	150
Germany	4,543	2,950	334	215
Italy	32	45	10	116
Netherlands	446	305	....	.....
United Kingdom	21,133	16,049	....	2,673
Packing, Fabric—				
Austria	449	249	.....	.....
Canada	167	312	.....	.....
France	.....	.....	441	266
Germany	1,891	1,104	6,598	3,472
Italy	.....	.....	2,258	1,139
Sweden	242	100	.....	.....
United Kingdom	11,418	11,876	23,846	14,706
Packing, not Fabric—				
Austria	31,506	12,933	37,052	12,954
Canada	148	69	5,848	2,997
France	94	98	19	7
Germany	16,677	10,087	35,568	12,466
Hungary	560	187	1,873	1,018
Japan	36	70	.....	.....
Netherlands	1,250	301	.....	.....
United Kingdom	98,352	43,493	45,535	11,114
Shingles, or Slates of Asbestos Cements—				
Belgium	3,156,441	43,821	527,490	9,621
Canada	900	14	.....	.....
France	357,632	4,318	1,082,461	11,475
Germany	179,846	2,948	.....	.....
Netherlands	38,863	460	.....	.....
Yugoslavia	47,166	632	.....	.....
Lumber of Asbestos Cement—				
Austria	17,600	5,159	No Lumber reported for 1931; probably included under "Articles in part of Asbestos."	
Belgium	50,676	3,320		
Canada	82,240	3,733		
France	660	40		
Italy	51,422	2,159		
Paper and Millboard—				
Canada	500	29	.....	.....
Germany	1,005	46	.....	.....

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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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ASBESTOS

	Year 1930 Pounds	Year 1930 Value	Year 1931 Pounds	Year 1931 Value
Asbestos Cement—				
Canada	2,000	35	.....	.....
Pipe Covering and Asbestos Cement—				
Canada	.....	.....	1,935	118
France	.....	.....	851	76
United Kingdom	19,548	1,401	313,446	35,586
Brake and Clutch Lining, Woven—				
Canada	.....	.....	25	12
Germany	.....	.....	55,332	12,528
United Kingdom	.....	.....	1,205	695
Brake and Clutch Lining, Molded, Pressed or Formed—				
Canada	.....	.....	15	12
Germany	.....	.....	148	93
Norway	835	442	.....	....
United Kingdom	5,212	4,427	.....	....
Articles in Part of Asbestos—				
Canada	133,143	9,107	119,845	4,398
Belgium	.....	....	5,900	177
France	.....	....	17,431	542
Italy	850	17	60,153	1,701
United Kingdom	.....	....	7,092	337
Other Manufactures—				
Austria	290	192	.....	.....
Belgium	33,062	2,277	.....	.....
Canada	4,910	566	2,425	235
France	548	550	.....	.....
Germany	1,096	160	3,220	327
Italy	31,017	2,037	....	....
Switzerland	.....	.....	10	45
United Kingdom	205,582	18,718	67,820	6,307
	4,637,107	$221,207	2,471,685	$168,197

SUMMARY FOR THE YEAR — CANADA

Exports of Raw Asbestos from Canada.

	Year 1930 Tons (2000 lbs.)	Year 1930 Value	Year 1931 Tons (2000 lbs.)	Year 1931 Value
United Kingdom	3,528	$ 288,531	1,801	$ 140,024
United States	66,857	3,723,462	46,002	2,171,000
Australia	481	47,979	304	20,010
Belgium	10,836	769,002	7,831	533,737
France	5,545	389,890	3,327	244,380
Germany	4,278	410,083	4,714	399,584
Italy	3,076	274,162	1,264	116,359
Japan	8,605	476,199	4,539	227,803

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ASBESTOS

	Year 1930		Year 1931	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Mexico	.....	.....	50	3,500
Netherlands	1,024	60,971	977	67,840
Spain	32	1,660	94	5,080
	104,262	$6,441,939	70,903	$3,929,317
Sand and Waste—				
United Kingdom	3,104	75,539	1,015	22,492
United States	121,605	1,791,306	83,082	1,130,159
Australia	10	300	.....	.....
Belgium	1,142	25,792	920	15,325
France	960	19,665	535	10,575
Germany	2,310	51,115	1,568	34,717
Italy	369	9,075	199	4,555
Japan	205	4,888	193	4,353
Netherlands	1,367	31,590	870	21,380
Spain	11	138	10	200
Argentina	60	780	17	192
Br. India	90	1,080	90	990
New Zealand	.....	.....	1	10
Porto Rico	.....	.....	30	330
Peru	5	50	5	48
	131,238	$2,011,318	88,535	$1,245,326
	235,500	$8,453,257	159,438	$5,174,643

SUMMARY FOR THE YEAR — ENGLAND

Imports of Raw Material[1].	Year 1930		Year 1931	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Africa (Rhodesia)	9,363	£361,871	7,994	£220,230
From Canada	5,544	85,426	2,651	38,302
From Other Countries	10,280	280,044	10,525	235,912
	25,187	£727,341	21,170	£494,444
Re-Shipments	1,626	59,323	1,609	43,072
Exports of Manufactured Asbestos Goods:				
To Netherlands	971	64,546	732	54,117
To France	850	82,078	500	48,846
To U. S. A.	69	19,371	50	9,234
To Br. India	6,696	154,422	4,743	112,637
To Australia	405	74,581	172	29,677
To Other Countries	19,097	869,719	15,201	618,385
	28,088	£1,264,717	21,398	£872,896

[1] Further division of Import Figures by countries for the year will be published later—very probably in March.

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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the following names: Clarence E. Witherspoon, President, Asbestos Construction Company, New York City, whose birthday falls on February 20th; E. M. Rogers, President, Rogers Asbestos Co., Inc., Houston, Texas, February 24th; W. A. Godfrey, Manager & Secretary, Cape Asbestos Company, Ltd., London, England, March 1st; J. P. O'Malley, Secretary, Standard Asbestos Mfg. Company, Chicago, Ill., March 1st; E. J. Wilson, President, Elwood J. Wilson, Inc., New York City, March 7th; P. M. Taft, President, P. M. Taft Asbestos Co., Holyoke, Mass., March 9th. To all of these gentlemen we extend best wishes and congratulations.

United States Asbestos Division. Walter A. Gilbert, Assistant Sales Manager of the United States Asbestos Division of Manheim, Pa., has been recently appointed Sales Manager of the Chicago Office, succeeding the late James G. Ross. Mr. Gilbert has been with the United States Asbestos Company since March 1, 1923. For the first six years he was Production Manager, and since March 1, 1929 has been Assistant Sales Manager in direct contact with the Chicago Office.

The United States Asbestos Division announces the appointment of Sydney H. Russell, Inc., as its representative for the Pacific Coast and Rocky Mountain States Territory as of January 1st, 1932. Warehouses are operated at 528 Larkin Street, San Francisco, Calif., and 1358 S. Flower St., Los Angeles.

The United States Asbestos Division is issuing to its customers The Grey-Rock Relining Chart, showing a simplified system for the relining of brakes. The system involves only six steps and is designed to turn out a good job in the shortest time without special tools.

Russell Mfg. Company of Middletown, Conn. The San Francisco Office of this company on February 1st moved to 1157 Post Street. They were formerly located at 727 Van Ness Avenue. The move was the result of increased business in the Pacific Coast territory, R. W. Conroy, Rusco Pacific Coast manager, reporting a growing volume of business in this territory, which includes nine states.

The Russell Mfg. Company has been granted a decree for a perpetual injunction and a sum of money in lieu of damages, by the Jambor Tool and Stamping Company of Milwaukee, Wis., as a result of the use by the Jambor Company of the trade mark "Bulldog" under which, for many years, the Russell Manufacturing Company has nationally merchandised patented brake lining, transmission and other products. The Jambor Company,

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some time ago, offered to the trade a complete line of "Bulldog" automotive products.

Bell's Asbestos Australian Agency, Ltd., is erecting and equipping a mill in Australia for making asbestos products and belting, which will be in operation from June next, giving employment to more than 100 hands. W. G. Andrews is the Managing Director and he has stated, in an interview, that from his investigations in England, Germany and France, he is convinced that Australia can produce asbestos equal to the world's best. Raw material for the new mill will be obtained from West Australia, and altho the first aim is to supply the requirements of the Commonwealth, it is planned to extend to an export trade to Singapore and the East. It will be interesting to see the result of this development.

Cape Asbestos Company, Limited. Rundle Olds, Mines Manager, has retired from that position as of the 31st of December, 1931. Mr. Olds has held office for nearly 35 years and has been resident in South Africa for the whole of that period. He will be succeeded by Robert R. Flack, who has been acting as Assistant Mines Manager for the last two or three years.

Rochdale, Lancashire, England, has been presented with the Denehurst Estate and residence, formerly occupied by Alderman Robert Turner. A letter from Samuel Turner was read at a recent meeting of the Rochdale Town Council, stating that the children and grandchildren of Robert Turner wished to make the Estate an open space and dedicate it to his memory. The Estate consists of 20 acres. It may be remembered that Falinge Park was given to Rochdale some little time back by another member of the Turner family, the late Sir Samuel Turner.

Ehret Magnesia Mfg. Company. The Chicago Office of this Company has moved to 221 N. LaSalle Street. The former location was 20 E. Jackson Boulevard.

Keasbey & Mattison Company, Ambler, Pa., announce the appointment of H. H. Heckroth, as Manager of their Power Products Division, located at their General Headquarters at Ambler. Mr. Heckroth will be responsible for the distribution of all insulations, packings, textiles, etc., thru the Company's District Organization.

Mr. Heckroth has been connected with the insulation industry for a number of years, having been Eastern Sales Manager for the Banner Rock Products Company for several years, and latterly was with the Johns-Manville Corporation, up until the end of 1931.

Beldam Asbestos Co., Ltd., Hounslow, England. The Beldam Social Club held a tea and dance on the occasion of the second anniversary of the opening of their Mess and Recreation Rooms. F. G. Leahy, General Manager of the Company presented cups and medals won by players of billiards, and also gave a very interesting account of his travels abroad in his efforts to get

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the works again on full time, and cheered all by his optimism as to the future.

Alaska Asbestos Company, Inc., owners of a group of six claims on Admiralty Island in Southeastern Alaska, has announced thru Augustus De Roux, President, that the Admiralty-Alaska Asbestos, Inc., has taken a long term lease on the mine and will start up operations at the earliest possible date. The leasing company is a recently organized Washington corporation and is largely backed by Oregon capital. They will conduct their manufacturing operations at Portland, Ore., where six hundred feet of dockage and a factory site have already been secured.

In addition to the asbestos products, a large talc deposit also on the property will be mined, and contracts for a very considerable tonnage have already been secured from Northwest paper mills.

It is said that offices will be established at Seattle, Wash., and Juneau, Alaska, at Bear Creek, Alaska, and Portland, Ore.

The incorporators of the new company are Augustus De Roux of Juneau, William Irvine, Joseph Houston and Houston R. Baker, all of Portland, Ore.

Fabriques Reunies De Fibro-Ciment, Societe Anonyme, of Brussels, Belgium, manufacturers of "Asbestile" Asbestos Cement Products, have moved their offices to 19 rue des Deux-Eglises.

"Rhodesia's Asbestos Industry" is the subject of a three page article in the December issue of the Rhodesian Mining Journal. Our copy will be lent to anyone interested.

The Washington Chemical Company, Ltd., members of Turner & Newall, Ltd., and the original manufacturers of Pattinson's Magnesia Products, announce that they have recently opened a London office at Asbestos House, Southwark Street, S. E. 1, London, and have appointed their Mr. A. W. Hanley as sales manager. Mr. Hanley has been in the service of the Washington Chemical Company for twenty-one years.

Turner & Newall, Ltd., for the year ended September 30, 1931, show that the net trading profits amounted to £530,037, which was £571,808 less than for the previous year.

The balance is struck after providing for losses of subsidiary companies. Depreciation, directors' fees and provision for taxation together absorb £169,158, leaving a net balance of £360,879, compared with £949,763. The latter amount includes a balance of £120,000 on purchase account of Bell's United Asbestos. With the £17,252 brought in, the total is £378,131. It is proposed to pay a final dividend on the Ordinary shares of 2½ per cent, as against 6¼ per cent last year, making for the twelve months 5 per cent, compared with 11¼ per cent in the previous year.

Preference dividend takes £101,099 and the Ordinary payment £242,192. The balance of £34,840 is carried forward. For

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the previous year £150,000 each was placed to general and investment reserves. A dividend amounting to £157,210, received from Rhodesian & General Corporation during the year, but earned in the previous trading year, has been used to write down trading stocks.

H. V. Everham, of Ambler, Pa., and Mrs. Everham, on January 16th celebrated their Golden Wedding Anniversary. Mr. Everham is well known to the asbestos and magnesia trade in and around Philadelphia, as sales agent for Carbonate of Magnesia. He was at one time connected with the Keasbey & Mattison Company.

Cyprus Asbestos Company, Ltd. An item in Foreign Trade Notes, published by the U. S. Department of Commerce, states that the promulgation of the Companies Limited Liability Law of 1931 will facilitate immediate reorganization of the Cyprus Asbestos Co., Ltd., and the reform of its financial arrangements. It was believed at one time that the operations of the company in Egypt would have to be discontinued, but proper reorganization will apparently make this unnecessary.

Hartford Cement Company of Hartford, Connecticut, has established an insulation division in charge of S. S. Gray. Mr. Gray was formerly with the United Insulation Company and previous to that connection, was with the Lotz Asbestos Company of Hartford.

The Philip Carey Company of Lockland, Cincinnati, Ohio, has made arrangements for the sale of Carey products to railroads and railroad equipment companies thru the American Hair & Felt Company of Chicago. James C. Younglove is general manager of the transportation and government division of the latter company.

The Clark Asbestos Company of Cleveland, Ohio, has opened a new office and warehouse in Cincinnati, at 824 Reedy Street. Howard N. Clark, who was formerly salesman in the Cleveland Office has been appointed manager.

Raybestos Division of Raybestos-Manhattan Incorporated, in pursuit of its policy of more intensive sales effort, the first of the year made some changes in territorial divisions in charge of district managers and added eight men to cover territory which it feels can be cultivated profitably. Executives are confident that 1932 will show an increase in sales provided the proper amount of exertion is made to get it. It was this belief that led to the production of a four reel talkie: "Breaking In On Brake Prosperity." Each district manager has been provided with films, portable projector and sound apparatus to show this interesting film to jobbers, jobber salesmen, service men, and other gatherings that may be interested in the manufacture and sale of Raybestos products.

The new men added to the Raybestos sales force are: Elmer McClellan, Connecticut; J. T. Morris, Philadelphia; Earl B. Mower, Frank Dunlop, Pennsylvania; O. H. McDonald, Texas; M. C. Bixby, A. N. Floyd, Ohio; O. J. Roskoph, Chicago.

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THIS AND THAT

The rising generation is too fond of sitting.

Much excitement was caused recently in the storeroom of a certain large company, by the report that a crate of asbestos had caught fire.

It was soon found, however, that the thick burlap used in making the crate was to blame. It appears that the burlap had been dampened by rain, and fermentation or chemical action in the fabric caused spontaneous combustion.

Willis H. Carrier, president of the American Society of Heating & Ventilating Engineers, received the first award of the F. Paul Anderson gold medal, "for distinguished scientific achievements in the field of heating, ventilating and air conditioning," at the 38th Annual Banquet of the Society held at Cleveland on January 28th.

Someone to whom we sent a letter shortly before January 19th tore off the coupon on the bottom requesting a sample copy of "ASBESTOS" and a sample of Crude Asbestos, but unfortunately did not sign his name. The letter was mailed in Philadelphia.

We're sorry but we can't send the sample copy nor the piece of Crude without the name and address.

A newly processed ramie, substituted for cotton in asbestos brake linings, is said to withstand more heat and deteriorate much less rapidly.

We learn that Benjamin T. Conwell, formerly with Eternit, Inc., of St. Louis, Mo., who resigned his position last August, is now located in Brownsville, Texas, where he owns a large grapefruit farm.

A fish will never get caught so long as he keeps his mouth shut.

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85% MAGNESIA PIPE & BOILER COVERINGS.

HIGH TEMPERATURE INSULATION AND CEMENTS.



SEVERAL VALUABLE TERRITORIES OPEN FOR DISTRIBUTORS



AIR CELL, WOOL FELT, CORK, ASBESTOS CEMENT

Ehret Magnesia Manufacturing Co.

EXECUTIVE OFFICES AND FACTORIES

VALLEY FORGE, PA.

BRANCH OFFICES

NEW YORK PHILADELPHIA CHICAGO

REPRESENTATIVES

IN ALL PRINCIPAL CITIES AND COUNTRIES

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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

• • •

Vermont Asbestos Corporation
HYDE PARK, VERMONT

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