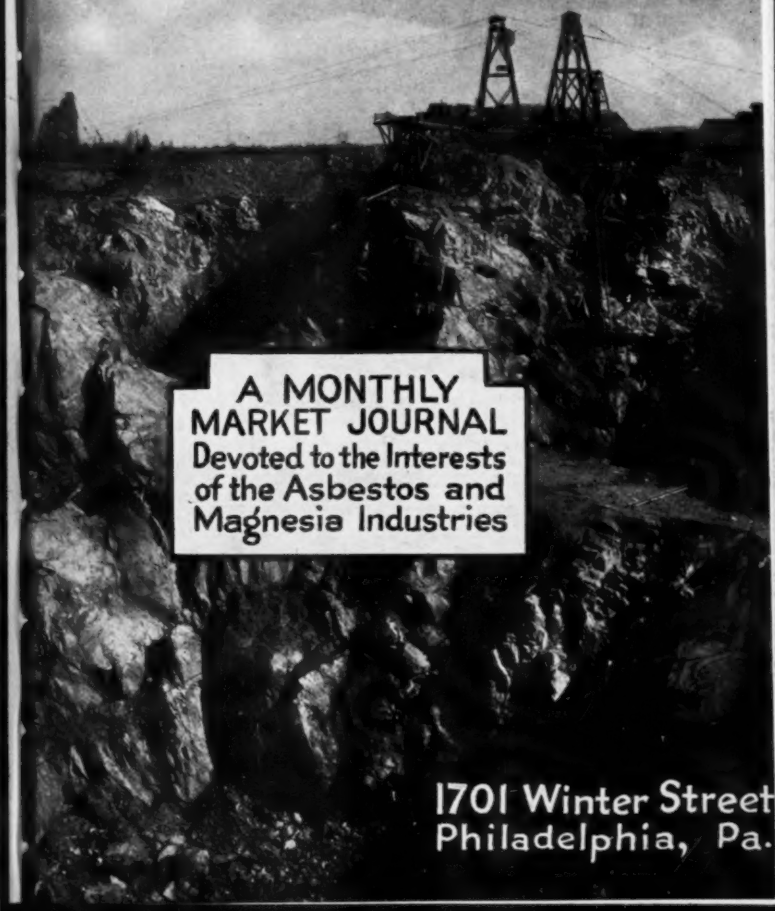
ASBESTOS

JANUARY 1933



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

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... ASBESTOS ...

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

A. S. ROSSITER - - EDITOR

PUBLISHED BY SECRETARIAL SERVICE
1701 Winter Street
PHILADELPHIA, PENNSYLVANIA
C. J. STOVER, Owner

Entered As Second Class Matter November 23, 1923, at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume XIV JANUARY 1933 Number 7

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1933-Some Remarks Which Will Help Chart Its Course

Some of the executives in the Asbestos Industry have very kindly acceded to our request for their ideas of Asbestos business in 1933. We believe these various views will be helpful, and are therefore printing them with the belief that they will at least prove interesting. They are printed in the order of their receipt.

Lewis H. Brown, President,
Johns-Manville Corporation.

A review of the year-end statements and predictions by business leaders in the past five years should be sufficient warning to both the maker and the reader of the fallibility of human judgment in predicting the future. I have no predictions to make.

During the late summer and early fall of this year, business made its first basic upward change in trend since the depression began. I believe that it was largely stimulated by a similar upward trend in wholesale commodity prices and particularly the prices of farm products. Wholesale prices, including prices of farm products, turned downward again beginning in September. Beginning with October, business stopped going ahead along the line it had taken earlier.

This depression has been more than a normal cyclical swing in the supply and demand of the world. It has primarily been a readjustment of the price structures of the world to pre-war levels. It is a repetition of the readjustments that occurred after the Napoleonic and Civil Wars. It has been aggravated by the tremendous increase in debt structures piled up in twenty years. World debts incurred on a level of high commodity prices, are tremendously difficult to repay with products at low price levels. We must either find ways to facilitate the flow of trade, thus bringing somewhat higher commodity prices, or face either rapid or gradual repudiation or adjustment of debt structures.

To a greater extent than most people realize this country is dependent upon the prosperity of its farmers. Either the prices of farm products must come up or the prices of

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manufactured goods and all of the items of cost that enter into them must come down, together with taxes, interest, and mortgage principal. The unprecedented low prices of farm products in this country is due largely to two things. First, the tremendous increase in production since 1914. Second, to the drastic reduction of imports by Europe our biggest customer of cotton and wheat. Europe has been forced by the war debt situation to cut her imports below her export volume so that out of the balance of trade she could pay interest and some principal on the war debts. This has thrown a great surplus on our home markets and demoralized the price. When our farmers realize the full significance of this they will demand of their congressmen a moratorium on the European war debts.

I am confident that the money panic of a year ago is past. Business is trying hard to get better. If some of the obstacles were removed from its path, I believe that 1933 in volume of trade would be better than 1932. However, the job of educating the American people to the cause of the decline in the prices of farm products and the effect of this on the industries of our country, will require considerable time. In the meantime, our Congress reflects the opinions of their constituents. Until necessity brings home the lesson, we will probably continue to drift and suffer. On the other hand, I have great faith in the intelligence of the American people once the facts are before them to reach the right decision.

George Kanzler, President,
Smith & Kanzler.

The outlook in our industry for 1933? What a question. Nearly everyone who had the temerity to forecast within the last three years, forecasted so poorly that it is rather embarrassing to review some of the expressed opinions of that period. Even the pessimists were spared no shame; their paint was not dark enough.

In starting the New Year with advancing fibre prices, it should not be unreasonable to expect the inevitable increase in buyer demand for all sorts of finished asbestos products. The size of the individual orders placed during the last two months and a check-up of dealers' stocks indi-

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cates that stocks now on hand are below the accepted minimum.

It is no secret that the miners cannot survive at any of the 1932 prices, the manufacturers cannot exchange dollars indefinitely and the Honorable Mr. and Mrs. Public will not be able to ride along much longer without brakes nor do without the other innumerable and necessary things made of Asbestos.

The unhappy present is augmented by an avalanche of substitutes for Asbestos but this should not dismay us. With the exception of the one outstanding substitute, the name of which need not be mentioned in an asbestos magazine, most of the substitutes are not worthy of mention. They live as parasites on the market which has been long established by asbestos and pass out as soon as the funds for elaborate advertising and high pressure salesmanship are exhausted.

All substitutes for Asbestos Insulation are good missoinaries for the insulation business. Every new substitute has its circle of advocates, friends and acquaintances. The subject is pleasantly brought to the attention of the prospect and they in turn (a lot of them) purchase Asbestos. And why not? It costs less than the substitute.

There is still another good angle to this endless invasion of the Asbestos Industry. It keeps the people connected with the "most important mineral in the world" from over-expanding not only above the ears but at the girth as well, by keeping them stepping to cut the cost of their products to a basis where the selling price will be in line with the claimed and true value of the products to the consumer.

Yes—1933 will be a better year than 1932 because it is the wish of so many of us and surely 130 million cannot be ignored.

J. H. Victor, President,
Victor Manufacturing & Gasket Co.

I would not attempt to make a forecast as to what business will be during 1933.

As to the use of asbestos in the automotive field in which we principally operate, I feel that the demand will be no less than in 1932 and, probably greater.

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Alumino Hi-Temp Blocks, Bricks and Cement.

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There appears to be some basis for the belief that car production in 1933 will be above 1932. There is no excess of cars in the process of distribution and, even though the ability to buy automobiles is much less than three or four years ago, still there are many cars that must now be replaced by owners who have been conserving but must now provide new transportation equipment.

The replacement of parts should continue on at least as good a level as 1932.

A. K. Burgstresser, President,
Norristown Magnesia & Asbestos Co.

The Asbestos Industry, like many others, has been affected by causes which are influencing conditions in general and which are world wide. The "bright spot" in the Asbestos Industry comes from the fact that there are increased uses for Asbestos each year and this will probably give us some advantage over other industries.

I do not believe that we can expect much improvement in our regular lines until national and international matters are properly adjusted, which I am sure all of us are quite interested in seeing accomplished without further delay.

A. S. Blagden, President,
Keasbey & Mattison Company

When we look back on last year and realize how wrong most of us were in foretelling what would happen in 1932 it makes us cautious about prophesying the business trend for the coming year.

A great deal of constructive work has been done; the banking situation is more sound today than it has been since the crash; the election is behind us. I think there is every reason to believe that when this year is ended the volume of business as a whole will be at least as good as that of 1932, starting out on a small scale, and gradually increasing. Of course it will depend on what the new administration does toward restoring confidence, but I am a great optimist as to the future of the United States, and feel sure that once we all realize what should be done, we will move ahead with increasing momentum.

The asbestos Industry must follow the general trend of business.

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From

CRUDE ORE

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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 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

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Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

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H. C. Bonney Passes to the Great Beyond

The untimely death of Harry Charles Bonney, Vice President of the Ruberoid Company was a shock to the entire Asbestos Industry. Mr. Bonney died of pneumonia on December 20th; he was only forty-eight years old.

Mr. Bonney was born in Portland, Me. He attended Colby College at Waterville, Me., where he graduated in 1907. For five years he was a principal in Maine High Schools and managed resort hotels during the summer.

In 1912 he became associated with the Barrett Rubber Company in Canada, where he remained until 1922 as general manager. In 1923 he became vice president of the Ruberoid Company, and it was thru that company taking over the H. F. Watson Mills and later Eternit, Inc., that Mr. Bonney became particularly interested in the Asbestos Industry. Altho his connection with the Industry was for only a few years, he was universally liked and greatly respected.

Mr. Bonney was a member of the Manhattan Club of New York; Delta Kappa Epsilon fraternity; the Innis Arden Golf Club of Old Greenwich, Conn., the Stamford Yacht Club and the Sound Beach, Conn., Golf and Country Club.

He is survived by his wife, Harriett Lytle Bonney, a daughter, Katherine Bonney of Stamford; his parents, Mr. and Mrs. Elon G. Bonney of Guilford, Me., and a sister, Mrs. I. C. Morton of Guilford.

William Brookes Dies on December 31

Just as we go to press we receive announcement from Ferodo & Asbestos, Inc., of the death of their President, William Brookes, on December 31st, 1932. Mr. Brookes at one time served as President of the Asbestos Brake Lining Association. He will be greatly missed in the Asbestos Industry.

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THE BEST IN ASBESTOS

K&M

NEW merchandising plans, new packages, improved products, yet the same basic materials that have kept Keasbey & Mattison Company in the limelight for over half a century!

Many changes have been seen at K. & M. in recent months — improvements in merchandising, new products to meet new conditions arising in the industry.

But *fundamentally* K. & M. materials are based on the same premier grades of Bell Mines Asbestos Fibre from our own mines, prepared by proved processes and accepted for years as standard. We have guarded against lowering standards and weakening K. & M. quality. Each change has been an improvement — yet prices are keyed to the times.

For heat insulation, fireproof building materials, gaskets, textiles, automotive brake linings or other asbestos products, consult K. & M. A few territories are still available for distributorship.

Keasbey & Mattison Company

AMBLER, - - PENNA.

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Twenty Years or More

Follow the names of those who have been in the Asbestos Industry for twenty or more years. No doubt it is not complete, but the list is interesting, and the facts unearthed by our request even more so.

	Years
O. C. Smith of Bell Asbestos Mines, Thetford Mines, P. Q.	20
Anthony Huber, of Huber Machine Co., Brooklyn, N. Y.	20
J. J. Somers, Asst. to Vice Pres., Union Asbestos & Rubber Co., Chicago, Ill.	20
J. C. Schmidt, of Nicely & Co., Inc., Phila., Pa.	20
C. V. Smith, Thetford Mines, P. Q., Canada	20
G. M. Righter, Eastern & Export Sales Manager of United States Asbestos Division, New York City	21
F. G. Leahy, General Manager, Beldam Asbestos Co., Ltd., Hounslow, England	21
F. A. Cole of H. F. Watson Mills, Erie Pa.	22
E. M. Rogers of the Rogers Asbestos Co., Houston, Texas	23
J. H. Nash of Nicely & Co., Inc., Philadelphia, Pa.	23
P. M. Taft, President, The P. M. Taft Asb. Co., Inc.	24
D. C. Oberholtzer of Nicely & Co., Inc., Phila., Pa.	25
B. Wilkinson, President, Asbestos Limited, Montreal, P. Q.	25
H. J. Perkins, Vice. Pres., Asbestos Limited, Montreal, P. Q.	25
R. L. Clark, Gen. Mgr., The Clark Asbestos Co., Cleveland O.	25
W. G. Benner, of Nicely & Co., Inc., Phila., Pa.	27
Harry Delamater, of Nicely & Co., Inc., Phila., Pa.	29
G. N. Clark, President Clark Asbestos Co., Cleveland, O.	29
A. K. Burgstresser, President, Norristown Mag. & Asb. Co.	29
Lawrence L. Shailer, Chicago Branch Manager, Ehret Mag. Mfg. Co., Chicago, Ill.	29
Frank F. Mohr, Johns-Manville Corp., Milwaukee, Wis.	37

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JOHNSON'S COMPANY

Established in 1875

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Mines

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G. M. B. H.

ALSTERDAM 7 HAMBURG 1

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Italian Crude
Canadian Crude
Canadian Spinning Fibre
Canadian Shingle Fibre
Russian Crude
Rhodesian Crude
South African Blue Crude
South African Yellow Crude

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A. A. Brazier of A. A. Brazier & Co., London, England 37
John F. Bolger, Vice President, Allbestos Corp., Germantown, Philadelphia, Pa. 42
E. E. Nelson, Superintendent of Outside Mechanics, Standard Asbestos Mfg. Co., Chicago, Ill. 42
M. J. O'Malley, President, Standard Asbestos Mfg., Co., Chicago, Ill. 43
Richard V. Mattison, Chairman of the Board, Keasbey & Mattison Co., Ambler, Pa. 47
Harry A. Dutton of the Standard Asbestos Co., San Francisco, Calif. 48

It is just about 20 years ago that W. D. Smith, formerly an employee of the H. W. Johns Co., when they were located on 39th Street, west of Second Avenue, Brooklyn, N. Y., came to this shop and induced us to venture into the building of an Asbestos High Pressure Packing Folding Machine, a machine which folded a strip of asbestos gum dipped cloth, cut on the bias, over a rubber core. This was our first acquaintance with asbestos and not a very remunerative one as the machine, while it worked in our shop on demonstration, apparently did not meet with a decisive success. Since then we have built numerous devices in the shape of calendars, squarers, brake lining compressors and finishers, etc. Experimenting with flax packings, high pressure asbestos packings, brake linings, etc., has connected us with the Asbestos Industry. This may make us eligible to the honor list of those in the Asbestos Industry for 20 years, and maybe not.

Anthony Huber.

I have been engaged in the Asbestos Industry since 1912. I have read "ASBESTOS" I believe ever since its inception and have gotten considerable good out of it.

J. J. Somers.

Despite my innate modesty (?) you can add my name to your list as I have been Manager of the New York Branch of the United States Asbestos Company and the United States Asbestos Division of Raybestos-Manhattan,

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Inc., since 1911, and my connection with the asbestos industry goes back at least five years more as salesman in Philadelphia for Philip Carey Co., and previous to that I was interested in the sales of asbestos products as employee of Charles Bond Co., Philadelphia, who at that time represented the United States Asbestos Co., of Manheim, Pa. I might add that I do not feel as old as this record indicates; in my first employment with Charles Bond Co. I had not reached the voting age.

G. M. Righter.

On the 5th day of April, 1910, I entered the employ of the Johns-Manville Company at Pittsburg, as a travelling salesman for their general line, specializing on Asbestos Roofings and Asbestos Pipe Coverings. In December of 1917 I severed my connection with the Johns-Manville Company and entered the employ of the H. F. Watson Co. at Erie, promoting Asbestos Roofing, Pipe Covering, Asbestos Paper, Asbestos Millboard and Cement, also textiles. At such time as the H. F. Watson Co. entered into a merger included the H. F. Watson Mills of Erie and Chicago, Continental Roofing Mills of Bound Brook, N. J., and Joliet, Ill., and Eternit, Inc., of St. Louis all of which are now divisions of the Ruberoid Co. of New York City. Since that time I have been acting for the various divisions in the Erie territory as manager of the Insulation and Built-up Roofing Departments. Up to the present time I have put in twenty-one and a half years promoting asbestos materials.

F. A. Cole.

We started working at the mines of the old Asbestos & Asbestic Co. at Asbestos, P. Q. Afterwards, around 1910 or 1911 we worked for the Philip Carey Co. in Winnipeg and thruout Western Canada on the application of insulation materials. Finally settled down in Montreal where we were connected with the Philip Carey Co. until 1922, at which time we started in contracting. In 1926 we secured the Carey agency and have been distributors of Carey products in Quebec and the Maritime Provinces ever since.

B. Wilkinson and H. Perkins.

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The writer has been with the Asbestos Industry for 29 years and my brother, R. L. Clark, 25 years. Started with the Keasbey & Mattison Co. and was with them until 1920, at which time we organized the present Clark Asbestos Company. We now manufacture our own low pressure coverings such as Air Cell, Woolfelt and Air Cell Boards, Tank Covers, making our own asbestos gaskets and radiator shields.

C. N. Clark.

I started in the Asbestos Industry with Daniel R. Douglas & Co. twenty-nine years ago in November. After leaving Daniel R. Douglas & Co. I entered the employ of the Ehret Magnesia Mfg. Co. with whom I have been connected for over twenty-five years.

Lawrence L. Shailer.

I am on my 37th year in this industry. I was first employed by Mr. T. F. Manville, who was Vice President and General Manager of the Manville Covering Co. of Milwaukee, on June 8th, 1896. At that time the Manville Covering Company did not have any traveling representatives, as the selling was all done by the Manvilles personally. In 1899 the Manville Covering Co. took over the H. W. Johns Mfg. Co.'s Western Business, who moved their factory equipment and sales force from Chicago to Milwaukee. In 1902 the Manville Covering Co. purchased the H. W. Johns Manufacturing Company's Eastern Business, and the name was then changed to the H. W. Johns-Manville Company.

Frank F. Mohr.

The writer has been actively connected with the Asbestos Industry since 1890 down to the present time; during the first thirty-one years in the sale of machinery for use in the manufacture of asbestos materials, and since 1921 until the present time with the Allbestos Corporation.

John F. Bolger.

I broke into the asbestos business in 1884, my job being to keep a mule moving around and around a stone Mexican "Arastra," used for grinding asbestos by dragging a flat rock over the ore. With few exceptions have been associated with the industry since. Gone are the old days when

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we used horse manure and fire clay and made our sectional out of plaster of paris and what have you!

Harry A. Dutton.

I have been engaged in the pipe covering business since February 1909, having continually remained active in the business since that time, and worked up to manufacturing.

On June 30, 1932, I was granted a patent on an exclusive expansion pipe covering manufactured in colors. I am also the originator of colored aircell covering which many of the major companies have adopted.

Likewise I originated the elimination of the canvas jacket. This has grown in the practice of the trade and is used extensively thruout the country at the present time. I expect to bring many more new articles before the Asbestos Trade when business warrants.

P. M. Taft.

At the last moment we received several more names to add to this twenty year list, and will carry them over and print in the February number.

Readers may be interested in the 1932 Index of A. S. T. M.* Standards and Tentative Standards, which is a very convenient reference in ascertaining whether or not the Society has issued any standards on a specific subject.

Copies of the Index will be furnished without charge to those who send a request to Society Headquarters, 1315 Spruce Street, Philadelphia, Pa.

The following is the index on Asbestos:

Asbestos

Spec. for asphalt-Saturated Asbestos Felt for Use in Construction Built-Up Roofs (D 250-27) B. S. 11,958

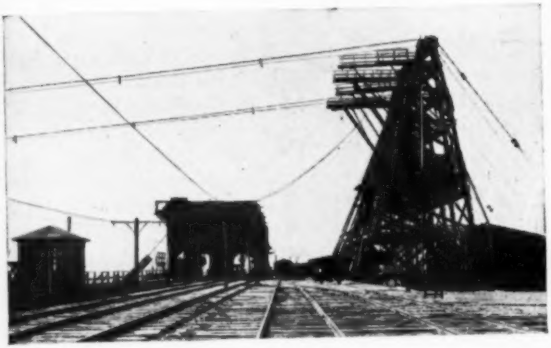
Tent. Spec. and Tests for Asbestos Tape for Electrical Purposes (D315-31 T). Proc. Vol. 31, 1,996; also 1932 T. S. 1027.

Spec. for Tolerances and Test Methods for Asbestos Yarns (D 299-29). B. S. II, 1099.

*American Society for Testing Materials.

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ASBESTOS



Derrick Towers at the King Mine

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

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The Salamander Cloth of Marco Polo

By E. P. Reilly

Editor's Note: We all know that Marco Polo referred to asbestos in describing his travels, but not many of us have read the passage itself. Therefore the following story.

Among the many wondrous things described in "The Travels of Marco Polo", is a woven cloth that could be thrown into the fire and taken out again unharmed. Marco was the young Venetian who, with his father and uncle, traveled for twenty years thru the then little known countries of the Orient, including that of the Great Kublai Khan.

After his return to Venice in the year 1295, he wrote a book telling of all the countries he had visited—their people, customs, palaces, temples, armies, birds, animals, histories, etc. So strange and incredible were these tales that it was not long before the term "a Marco Polo" was used to designate the highest degree of exaggeration and falsehood.

However, as the centuries passed and the countries of the Orient became better known to the rest of the world, more and more of Marco Polo's spectacular narrative proved to be actual truth; so that now "Marco Polo" has become an appellation somewhat enviously applied to a person who is fortunate enough to have looked into some of the far corners of the earth.

Referring to the district of Chinchitalus (subject to the Great Kublai Khan) in the mountains of which are mines producing steel and zinc, the famous traveler has this to say:

"A substance is likewise found of the nature of the salamander, for when woven into cloth, and thrown into the fire, it remains incombustible. The following mode of preparing it, I learned from one of my travelling companions, named Curficar, a very intelligent Turkoman,

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who had the direction of the mining operations of the province for three years. The fossil substance procured from the mountains consists of fibres not unlike those of wool. This, after being exposed to the sun to dry, is pounded in a brass mortar, and is then washed until all the earthly particles are separated. The fibres thus cleansed and detached from each other, they then spin into thread and weave into cloth. In order to render the texture white, they put it into the fire, and suffer it to remain there about an hour, when they draw it out uninjured by the flame, and become as white as snow. And so again whenever they become dirty, they are bleached by being put into the fire.

"Of the salamander under the form of a serpent, supposed to exist in fire, I could never discover any traces in the eastern regions. It is said that they preserve at Rome a napkin woven of this material, sent as a gift from the Great Khan to the Pope to make a wrapper for the Holy Sudarium of Jesus Christ."

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Two New Products By Norristown

The success with which NORWOL, the latest development in the woolfelt type of pipe covering, has met prompted the manufacturers, The Norristown Magnesia and Asbestos Company, to endeavor to match it in an insulation for hot water and steam work. The Company announced, the first of the year, CEL-LUX, which is a cellular type of pipe insulation, made in the same form and manner as CELL-O-TONE and THERMO-LUX but using for the outer jacket the NORWOL finish.

CEL-LUX is made of the wave structured asbestos paper recently developed by Norristown and now familiar to the readers of "ASBESTOS" as it was this type of asbestos paper that was used for the cover of the October issue. The finish is a rich aluminum and the section makes a very attractive appearance. One inch wide black bands are used to hold the sections of covering on the pipe. CEL-LUX is made in two standard thicknesses —one inch and three-quarter inch.

Norristown's announcement of CEL-LUX gives them a wide variety of cellular type pipe coverings. THERMO-LUX, with its ivory enameled jacket, is their deluxe insulation while CELL-O-TONE, with the flesh colored tint dyed in the asbestos paper, is used for general work. CEL-LUX, the wave structured aluminum finished covering is filling the need for an insulation with more beauty than CELL-O-TONE, yet priced cheaper than THERMO-LUX.

Another new product recently announced by Norristown is their NORRISKRAFT HEATER JACKET. This is a replacement for the galvanized sheet metal outer cylindrical casing of a warm air furnace; a casing for hot air conditioning units; and a combination insulation and outer jacket for hot water and steam boilers.

The NORRISKRAFT JACKET is a combination of cellular asbestos board backed with NORBESTOS FYR-BORD, a hard, rigid asbestos composition. It is attrac-

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tively finished with a solid or mottled colored enamel over a wave structured surface. The angles used in the assembly have been ingeniously designed, making a gas tight insulating jacket easily applied and readily removed.

This new development should mean advancement to the heater industry which has now accepted the square metal insulating casing. Attractiveness of design, beauty of appearance, increased efficiency and greater stability to the jacket will be recognized and undoubtedly adopted to add to the ease of selling heaters.

Asbestos Panels Decorate Supper Room

The Book-Cadillac Hotel, Detroit, recently opened the new Mayfair Room with a gala supper dance which was the social event of the week in Detroit. The new room was the first modern, decorated supper room in Detroit, and it contains an entirely new use of construction materials. The walls and ceilings were constructed of removable panels and can be taken down and installed elsewhere if desired.

The decorative scheme consists of panels of vermillion asbestos, decorated with an oriental design of white elephants, joined with narrow strips of chromium steel. It is said that this particular type of asbestos material had never been used before for construction work of this character.

White chairs with bright green leather upholstery completes the color scheme and is said to make a striking and beautiful effect.

Will some of our Detroit friends tell us just what kind of asbestos material was used for the panels?

The asbestos manufacturers of Czecho-Slovakia have come to an agreement as to the sales terms for the home trade.

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High-Grade Asbestos Textiles

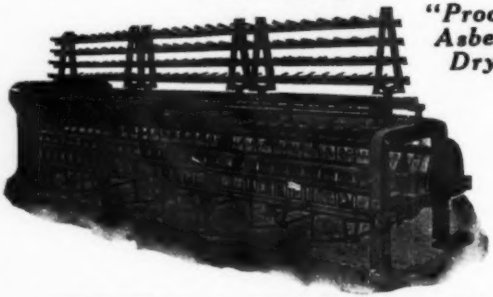
CARDED FIBRES
YARNS, CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY
NORTH WALES, — PENNA.

ASBESTOS YARN MACHINERY

"Smith - Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.
Formerly Smith & Furbush Machine Co.
Seventh St. & Tabor Rd., Philadelphia, Pa.

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CONTRACTORS AND DISTRIBUTORS PAGE

SHARE IT OR NOT

By H. N. DAWES

The united opinion of the statistical, financial and business services of recognized standing is that the bottom of this record breaking depression was reached during the past summer and that the year 1933, regardless of war debt adjustments, tariff agitation, repeal legislation or other congressional activities, will see a gradual, continuous improvement.

U. S. Worn Out.

In the United States today and possibly even more so in other countries, shelves are empty, clothes are worn out, automobiles, buildings and equipment are worn out or so badly deteriorated as to make renewals or repairs imperative.

A prominent engineer and statistician recently estimated that to replace the iron and steel actually worn out or rusted out in the United States, it will require full capacity production of all the steel mills in the country for over a year. This is of course entirely apart from the demands of new building. Probably a similar situation exists with regard to imperative replacements of worn out wearing apparel.

Another well known engineer in the building construction field gave out some figures recently which indicated that the total amount of building capacity in the United States has doubled approximately every sixteen years and he forecasts that during the next six or seven years the total number of home buildings in the country will double.

New Industries.

In past business cycles the uptrends have been greatly motivated by development of new industries. Some pessimists say that we have no such new industries in evidence now.

How about the latent possibilities in Air Conditioning, Aviation, Television, Steel Housing, Noise Elimination and Central Heating? Also consider the possible developments as a result of chemical research covering such fields as Quick Freezing, Rustproofing, Metal Alloys, Hydrogenation, Nitro-cellulose products, Solvents, etc.

Touching upon one new industry now well under way, i. e., Air Conditioning, the tremendous demands for insulation which will result from its growth was brought to the attention of the readers of "ASBESTOS" by C. J. Stover in an article in the August 1932 number.

The Asbestos and Insulation business is headed, I believe,

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for a tremendous growth during the next ten years which will make its notable record of the past few decades seem insignificant. The manufacturers will unquestionably benefit from this growth to a marked degree. How about the contractors?

The Contractors' Future?

The Asbestos and Insulation Contractors *should* prosper along with the manufacturer whose products they use, but will they? The decision rests with the Contractors.

Unless some attempt is made for more cooperative effort and a discontinuance of the present blind suicidal competitive practices, it is a foregone conclusion that in most cases the Contractor will "loose the boat," so to speak.

Asbestos and Insulation Contractors must have been endowed by the Creator with intelligence. Why don't they make use of it? Is it very difficult to realize that cooperation for the benefit of all must eventually result in greater benefit to each Contractor? Even assuming that Contractor Brown is so selfish that he does not care whether Jones, Smith and White operate at a profit or not, if he uses his God given intelligence he should be convinced that any enlightened cooperation which permits Brown, Jones, Smith and White, all four, to operate profitably will inevitably make Brown's balance sheet more attractive.

If Brown, Jones, Smith and White in the various centers do not associate themselves in some form of enlightened cooperation or directed action they will keep on operating in red ink during the time that the insulation industry is getting into its stride again, and during the balance of the upswing will share in a comparatively small way the prosperity that others are enjoying.

Share it or not Mr. Contractor. It's your problem. But a problem not so difficult of solution as you have been led to believe.

AUTOMOBILE PRODUCTION

Automobile production for the month of November totalled 61,760, which was slightly higher than October whose total was 51,635, these figures including both the United States and Canada. November 1931 production was 70,114. November 1930, 142,161.

ITALIAN

FINE YARNS — CLOTHS — TAPES

ITALIAN ASBESTOS FIBRE

MANUFACTURED BY:— SOCIETA ITALO RUSSA PER L'AMIANTO

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

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ASBESTOS MARKET CONDITIONS

General Business.

A more hopeful attitude prevails thruout business than at any time since the depression began. The National City Bank of New York in its letter for January lists four favorable factors, which are briefly: contraction of credit halted; decline in business activity stopped; decline in prices stopped; piling up of commodity stocks checked. It goes on to state that this is the first half year period since the beginning of the depression of which this could be said, every other half year having been one of deterioration in some or all of these factors.

Asbestos. Raw Material.

The general market situation from the raw asbestos point of view is relatively quiet altho naturally there has been considerable activity during the past eight or ten weeks in short grades and fibres testing 0-0-5-11. At the present moment there is a real scarcity of these qualities and the demand continues fairly active. With the close of navigation on the St. Lawrence at the end of November shipments to Europe naturally slackened off, in all probability not to be resumed in any volume until next spring.

Asbestos.—Manufactured Goods.

Textiles. The textile market remains the same, with no change either for better or for worse. It had been hoped that prices would strengthen but so far this hope has not been realized. Demand is very low, and prices remain at the low levels of last year.

Brake Lining. While this market like every other is off in demand, replacement business helps considerably. There are, of course, less cars on the road, but those that are running must have good brakes, especially under the inspection system insisted upon by most of the states. The brake lining business is seriously menaced by the "gyp" or "racketeer" who tries to offer "something for nothing" and finally succeeds in giving "nothing for something."

Insulation. High Pressure. 1932 consumption of insulations will go down in history as the poorest in many years. Had it not been for Federal, State and City work, plants would have been closed practically all the year. As

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it turned out the industry operated at about thirty five per cent and while that is unprofitable, it is quite fair by comparison with many other industries. Holding no prophet's certificate we hesitate to predict as to 1933 but well—here's hoping.

Insulation. Low Pressure. Not much encouragement is seen in this market at present. Demand is very low and not much sign of improvement. Prices, however, are holding fairly well which is fortunate as if they were not the Industry would be in a bad state indeed.

Paper and Millboard. Demand here is also very slack, with prices fairly firm.

Asbestos cement shingle sales during December have been affected by the usual seasonal let-down at this time of year when building is at a low ebb and the desire for low inventories is paramount with dealers. December sales, however, have been somewhat higher than usual, due to covering purchases at old price levels by dealers, but shipments made on this account will probably be reflected to some extent in lower shipments during the early months of next year.

In flat and corrugated sheets, demand is low, this being quite natural as most of this material, especially the corrugated, is used principally by industrials, and until industry picks up there is not much to be expected of corrugated asbestos cement sheets.

The foregoing represents the opinions of various men in the industry closely in touch with the respective divisions. If your opinions differ, we would be glad to have them.

Coachwork on 1933 Rover cars is characteristic for the special attention paid to silent-running bodies. Apart from the mounting of the bodies on insulated sub-frames, and the introduction of insulating material between bodies and frames, a special feature lies in the spraying of the inside of the body and door panels and the under side of the floorboards with asbestos in order to reduce drumming sounds and outside noises, and to maintain an equable temperature within the body. The joints of the body are treated by a special process to prevent squeaks, and silencing devices are used on the doors to eliminate rattles.—*The Autocar (England).*

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The Automobile Industry of 1932

Figures for the Automobile Industry for 1932 while not as impressive as a few years ago, are still high enough to be interesting.

For instance, there were produced in 1932 by the United States and Canada, 1,430,000 vehicles, valued at $784,500,000. Tire shipments totalled 41,150,000. Gasoline consumption is valued at $2,382,000,000, and lubricating oil at $359,100,000.

24,276,000 motor vehicles were registered in the United States during 1932, which was 73% of the world's registration (33,026,000).

We do not know what percentage of the asbestos production went into motor vehicles in the United States, but here are a few figures from other industries which are of interest:

Rubber—83%
Plate Glass—55%
Steel and Iron—17%
Aluminum—20%
Nickel—26%
Gasoline consumed—85%

and 589,000,000 pounds of rubber were used by the motor industry in 1932.

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. Wyckoff and Company, 1528 Walnut Street, Philadelphia, Pa.)

			December 1932		
	Par	Div.	High	Low	Last
Asb. Corpn. (Com.)	np	–	⅛ to ⅜ Nominal		
Asb. Corpn. (Pfd.)	100	7	¼ to ¾ Nominal		
Carey (Com.)	100	5	40½	40½	40½
Carey (Pfd.)	100	7	70 to 73 Quote		
Certainteed (Com.)	np	–	2¼	⅝	1¼
Garlock Packing (Pfd.)	np	–	No Sales		
Garlock Pkg. (6s Deb. 1939)	100	6	No Sales		
Johns-Manville (Com.)	np	–	23⅛	18¼	20½
Johns-Manville (Pfd).	100	7	73½	57¼	59¾
Raybestos-Manhattan Inc. (Com.)	np	1	10	6	6½
Ruberoid (Com.)	np	4	19	19	19
Thermoid (Com.)	np	–	2⅛	1	1¼
Thermoid (Pfd.)	100	7	7	7	7
Thermoid (Bonds)	100	6	43	40	43

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Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines)

	October 1932 Tons (2000 lbs.)	Value	
Bulawayo District			
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	270.00	£3,375	.. ..
Shabanie (R. & Gen. Asb. Corp. Ltd.)	328.34	4,104	3 9
Victoria District			
King & Gath's (R. & Gen. Asb. Corp. Ltd.)	300.07	3,750	18 9
	898.41	£11,230	2 6
October 1931	*114.08*	*£1,408*	*13 9*

Africa (Union of South)

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

	October 1931 Tons (2000 lbs.)	Value	October 1932 Tons (2000 lbs.)	Value
Transvaal				
Amosite	152.40	£ 1,524	159.50	£ 1,595
Chrysotile	599.00	5,527	622.00	1,281
Cape				
Blue	183.36	3,699	620.93	12,268
	934.76	£10,750	1,402.43	£15,144

Canada.

(Published by Dominion Bureau of Statistics).

Production — Divided by Grades:	November 1932 Tons (2000 lbs.)
Crude No. 1	28
Crude No. 2	34
Other Crudes	3
Spinning Stocks	528
Shingle Stocks	2,162
Paper Stocks	1,619
Waste, Stucco or Plaster Materials	1,320
Refuse or Shorts	5,922
	11,616
By-Products (sand, gravel, etc.)	177
Production November 1931	*14,068*
Production October 1932	*13,232*

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Little Lessons in Selling

SINCERE SALESMANSHIP SUCCEEDS

By John T. Bartlett

Next to enthusiasm as a sales-maker comes sincerity. The sincere salesman says only that which he believes himself. He is a square shooter. He is "on the level" with the prospect.

The sincere salesman always beats his tricky competitor in the end; since he does, why do we find insincerity in selling? It is psychology which always in the long run, often at once, defeats itself.

Tricky, insincere salesmen believe the truth can be improved upon. They are afraid of the whole truth, feeling it is weak. A prospect asks a question. The salesman is afraid of the truthful reply. So he evades, or actually lies.

Actually, it assists a salesman far more to tell the truth, frankly, even when it seems to hurt him, when his appeal seems harmed. The great world of buyers has an instinctive suspicion of salesmen. Tricks, deceptions are feared.

Prospects withhold confidence because of this suspicion.

And when a salesman frankly states a derogatory fact, then goes on, in manly fashion, to explain its relationship to the whole—usually these derogatory facts are of minor consequence, anyway — the trust of the prospect in him is multiplied.

When a salesman learns to be unafraid of the truth, he is on his way to real accomplishment in his calling. He can be 100% sincere, and sincere salesmanship succeeds.

PRODUCTIONS STATISTICS—(Continued from Page 28)

Cyprus.

(Figures provided by Cyprus Trading Corp, Ltd.)

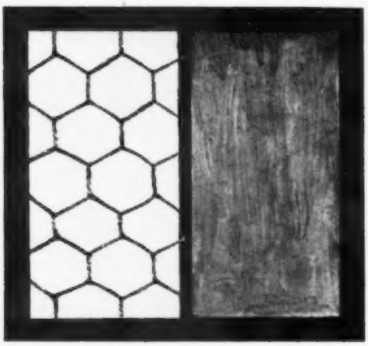
Production for the Year 1932 — 1,518 tons (2240 lbs.)
Production for the Year 1931 — 1,273 tons (2240 lbs.)

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Dura-Kote

Of Interest to Manufacturers, Contractors and Users of Insulation

Dura-Kote is a refractory plaster which is used for coating over magnesia blocks or rock wool matting when



Showing Application of Dura-Kote

applied to *inside* areas of breeching as a protective coating against the action of powdered coal ash and gases.

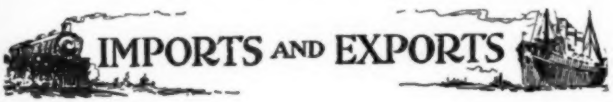
The illustration will give some idea of its application.

The material is said to have positive adhesion to the surface of the magnesia or rock wool, effecting a monolithic union, and when applied it is free from cracks or shrinkage. After it is applied, it "air-sets," and when subjected to heat attains a hardness similar to firebrick. It can be applied to any required thickness, but the average thickness used is 5/8 in.

Dura-Kote is manufactured by the Keystone Refractories Co., 120 Liberty St., New York City, who will be glad to supply further information upon request.

In the Market for Large or Small Quantities of
Metallic Yarn Waste—AsbestosTextile Waste — Scrap Cloth
Yarn Cuttings — Loom Sweepings — Cardroom Strippings
V. LEONARDIS & SONS
47-49-51 Adams Street NEWARK, N. J.

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Imports into U. S. A.

Unmanufactured Asbestos.

	November 1931 Tons (2240 lbs.)	Value	November 1932 Tons (2240 lbs.)	Value
Africa (Br. S.)	25	$ 6,010	.....	.....
Canada	9,601	239,182	7,350	$177,345
Germany	..	.....	.....	30
Italy	1	724	392	5,917
United Kingdom	..	.....	14	9,465
	9,627	$245,916	7,756	$192,757

Tabulation of Crudes and Fibres:

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

Crude	37	9,650	26	6,205
Mill Fibre	3,015	133,399	2,602	104,718
Lower Grades	6,549	96,133	4,722	66,422
	9,601	$239,182	7,350	$177,345

and also Italy for November 1932, which covers 312 tons of Crude, valued at $5,449, and 80 tons of Lower Grades, valued at $468.

Manufactured Asbestos Goods:

	November 1931 Pounds	Value	November 1932 Pounds	Value
Yarn—				
United Kingdom	4,507	$1,394	1,070	$ 305
Fabrics, Woven—None.				
Packing, Fabric—				
Germany	290	84	.....	.....
Italy	1,102	569	.....	.....
United Kingdom	1,227	1,628	2,733	1,027
Packing, Not Fabric—				
Canada	700	320	.....	.....
Germany	6,264	2,452	140	33
United Kingdom	981	289	2,323	620
Shingles and Slates of Asbesots Cement—None.				
Brake and Clutch Lining, Woven Fabric—				
Germany	2,000	315	3,000	469
Brake and Clutch Lining, Molded, Pressed or Formed—None.				
Pipe Covering and Asbestos Cement—				
United Kingdom	703	40	.....	.....

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	November 1931 Pounds	November 1931 Value	November 1932 Pounds	November 1932 Value
Articles in Part of Asbestos, Decorated, etc.—				
United Kingdom	3,942	268	.....	.....
Other Manufactures—				
Germany	.....	.....	25	5
	21,716	$7,359	9,291	$2,459

Exports from U. S. A.

Exports of unmanufactured asbestos during October[1] 1932, amounted to 70 tons, valued at $2,287, compared with 25 tons, valued at $2,136 in October[1] 1931.

Exports of manufactured Asbestos Goods:

	October[1] 1931 Pounds	October[1] 1931 Value	October[1] 1932 Pounds	October[1] 1932 Value
Paper, Mlbd. and Rlbd.	48,984	$7,874	29,606	$3,274
Pipe Covering and Cement	259,281	13,094	252,510	15,311
Textiles, Yarn and Packing	90,875	49,250	59,909	28,656
Brake Lining[2]				
Not Molded	244,801	44,787	141,280	19,642
Molded and Semi-molded	.....	45,247	.....	31,885
Magnesia and Mfrs. of	302,734	19,188	106,125	8,364
Asbestos Roofing[3]	643	3,368	487	1,588
Other Manufactures	222,336	16,836	61,683	6,790

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

Exports of Raw Asbestos from Canada.

	November 1931 Tons (2000 lbs.)	November 1931 Value	November 1932 Tons (2000 lbs.)	November 1932 Value
United Kingdom	208	$ 19,890	145	$ 9,300
United States	2,704	131,586	2,334	96,023
Australia	50	3,000	20	1,000
Belgium	1,625	128,275	295	14,042
France	368	18,090	348	14,917
Germany	377	22,130	347	19,920
Italy	.....	.....	14	5,800
Japan	375	18,470	512	22,220
Netherlands	195	11,330	20	600
Spain	.....	.....	73	3,790
	5,902	$352,771	4,108	$187,612

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	November 1931		November 1932	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Sand and Waste—				
United Kingdom	90	1,830	490	12,098
United States	7,182	95,759	5,769	76,109
Belgium	50	940	30	540
France	60	1,290	140	2,460
Germany	260	5,460	257	4,794
Italy	55	1,375	.....	.....
Japan	12	240	5	63
Netherlands	274	6,430	183	3,860
Peru	5	48	.....	.....
	7,988	$113,372	6,874	$99,924
	13,890	$466,143	10,982	$287,536

Imports and Exports by England.

Imports of Raw Material.

	November 1931		November 1932	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Africa (Rhodesia)	737	£16,307	214	£ 5,089
From Africa (Union of S.)	444	7,949	393	8,518
From Africa (Bech. Prot.)	50	7,894	....	.....
From Australia	21	200	....	.....
From Canada	311	4,883	613	7,517
From Cyprus	8	68	63	1,120
From Finland	5	50	....	.....
From France	..	.....	75	1,000
From Germany	15	101	....	8
From Italy	....	.....	10	403
From Soviet U. (Russia)	1,348	29,328	....	.....
From U. S. of America	49	631	19	188
	2,988	£67,411	1,387	£23,843
Re-Shipments	66	1,362	81	1,914

Exports of Asbestos Manufactures.

To Netherlands	50	5,774	51	3,515
To France	20	3,608	27	3,146
To U. S. of America	1	672	2	570
To British India	124	6,813	193	5,852
To Australia	12	2,732	21	4,515
To Other Countries	1,624	55,280	874	41,307
	1,831	£74,879	1,168	£58,905

Note: £145 should be deducted from the Italy figures for June 1932.

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NEWS OF THE INDUSTRY

Birthdays. Henry W. Grebe, President of the Central Asbestos & Magnesia Company of Chicago, Ill., has a birthday on January 21st; George D. Crabbs, President of the Philip Carey Mfg. Co., Lowland, Cincinnati, O., January 22nd; Arthur I. Rank, President of Aetna Insulations, Philadelphia, Pa.; February 5th; H. A. Hirschfeld, President, Standard Asbestos Co., Inc., New York City, February 11th; Willard R. Platt, President & Secretary, Greene, Tweed & Co., New York City, February 11th; Lewis H. Brown, President, Johns-Manville Corp., New York City, February 13th; R. V. Aycock, President, Aycock Corp., Kansas City, Mo., February 15th. We extend to all these gentlemen congratulations anl best wishes.

Asbestos Brake Lining Association. At the annual meeting of the Asbestos Brake Lining Association held Friday, December 9th, 1932, at the Book-Cadillac Hotel, Detroit, Mich., the following officers were elected for 1933: Robert Lee, President (Vice President Thermoid Rubber Co.); G. W. Marshall, Jr., First Vice President, (Asst. Sales Manager, U. S. Asbestos Division of Raybestos-Manhattan, Inc.); M. T. Rogers, Second Vice President (Vice President of Multibestos Co.); W. J. Parker, Commissioner, Asbestos Brake Lining Association.

Plans are now under way for an active program for 1933 which will further benefit the industry as a whole.

Arizona. A new highway which is planned from Globe, Ariz., to Springerville, will be of great help to the asbestos producers of that section. Shipments are now made by a rough road that reaches the railroad at Rice. The new highway will reduce the distance by thirty-five miles and cut the cost fully 80 per cent. Because of lowered cost of transportation lower grade fibre can be utilized and this will enable the employment of several hundred more men.

Most of the mines are at present closed because of the high cost of transportation which cannot compete with the short hauls from Canada.

Asbestos Manufacturing Co., Huntington, Ind. The Board of Directors have declared their usual quarterly dividend of 12½c on each share of $1 par value common stock. They have also made arrangements for moving the main office of the corporation from Detroit, to Huntington, Ind. The move will bring the entire bookkeeping and auditing department to Huntington.

H. D. LaMont has been named Treasurer and Mason Towle, of Cincinnati, Secretary, dividing the secretary-treasurer post formerly held by M. L. Brown of Detroit.

Operating heads of the company reported very satisfactory

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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,
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Factory, Barking, Essex

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earnings during the last quarter and advise that the business outlook is good.

Rhodesian Asbestos Claims. Two large blocks of Asbestos claims, one in Shabani and the other in the Victoria District of Southern Rhodesia were put up for sale by Auction without reserve last October, but found no buyers. An option was held on both of these not long ago by a large mining company. On the other hand two individual claims from the Shabani Group were purchased by a Shabani buyer.

Turner & Newall, Ltd. Altho the preliminary figures for the year to September 30 of Turner & Newall, the big British Asbestos combine, indicate a decline of £105,467 to £423,820 ($2,119,100 at par) in net trading profit, the shrinkage is not so great as had been feared from the halving of the interim dividend payment. Thanks to a smaller provision for taxation, the net residue, after an allowance of £92,220 ($461,100) for depreciation, is only £55,208 ($276,040) down at £305,671 ($1,528,355).

A final dividend of 2½ per cent brings the ordinary share distribution up to 3¾ per cent for the year, against 5 per cent for the previous period. The total payment, which exceeds market anticipations by about 1%, is earned with a very comfortable margin, since the forward balance is raised from £34,840 ($174,200).

Cyprus & General Co. (reconstruction of the Cyprus Asbestos Co.) report for the year ending June 30, 1932, a loss of £3,236 ($16,180 at par), before making any provision for further depreciation on fixed assets. Demands for the company's products as for all other asbestos, continues to be very limited.

In the present balance sheet comparative figures are given of the opening balances as taken over at July 31, 1931. The total purchase price was £610,814 ($3,054,070 at par), which has enabled the directors to make substantial reduction in the valuation of both fixed and floating assets compared with the amounts standing in the books of the old company. Properties and development accounts, amounting together in the books of the old company to £159,889, disappear, and buildings, plant and machinery have been taken over at a reduction of £93,852.

In view of the difficulty of valuing asbestos stocks, while the asbestos sold and delivered during the year has been taken into account, the stocks on hand have been treated on the same conservative basis as in July 1931, thus avoiding any necessity for the future writing down due to price fluctuations.

The principal creditors agreed to accept £149,993 of preference shares in settlement of their claims for an amount exceeding that figure if the preference shares are calculated at par. The issue of five year 5% notes issued in satisfaction of claims, amounted at the date of the balance sheet to £36,000, and is now £35,000.

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"Asbestos in 1931," by Oliver Bowles and B. H. Stoddard, has just been issued by the Bureau of Mines, U. S. Department of Commerce. Copies of this pamphlet may be obtained by applying to the Superintendent of Documents, Washington, D. C., the price of the pamphlet being 5c.

Scheerders-Van Kerchove's Vereenigde Fabrieken, of St. Nicolaas-Waas, Belgium, perfected some time ago a new manufacturing process for Asbestos Cement Corrugated Sheets. This new process was described in the June 1930 issue of "ASBESTOS" (page 24).

We are now advised that the Belgian Eternit Company, one of the largest manufacturers of Asbestos Cement Products in the world, has adopted this process and is running four machines; S. A. Francaise Eternit, in France and Roviralta of Barcelona, Spain, are also using the process.

The process would therefore seem to be very successful.

Greene, Tweed & Co., of New York City, announce as of December 31st, the resignation of Willard R. Platt as President, Secretary and Director, and of Harold B. Platt as Vice President and Director. Henry S. Demarest, having acquired a controlling stock interest in the Corporation, was elected President and Treasurer. James A. McKeon was elected Vice President, and Herbert A. Erwood, Secretary. The company under the new management will not only maintain its long reputation for quality, but also will effect improvements wherever possible.

The Washer & Gasket Mfg. Co., Ltd., 14-20 Plaistow Road, London, E. 15, has been registered as a private company with a capital of £500 in £1 shares, to carry on the business of manufacturers of all kinds of stampings from asbestos, felt, lead, leather, rubber and other cloths or metals. The directors are L. G. Le Anse, 32, Abbey Lodge, Regent's Park, N. W. 8, S. Kohn, 59 Manor Road, N. 16 and A. C. Pike, 101 Maple Road, Dartford, Kent.

Nivex Co., 30 Tipping St., Ardwick, Manchester, are stated to have acquired an interest in a large firm of brake lining manufacturers. They are now specializing in the marketing of boxed sets of Nivex brake linings for Morris, Austin, Ford and other cars.

The Josefsthaler Rubber and Asbestos Works Co. of Vienna, has gone into liquidation.

Birmingham Asbestos, Ltd., 10, Bloomfield St., West, Halesowen, Worcester, is the title of a new private company, registered with a nominal share capital of £4,350, to carry on business as manufacturers and importers of asbestos, rubber, cotton, hemp, jute, cement, bricks, stone, asphalt, fibres, packing roofing and building materials and builders' supplies, asbestos workers, colliery proprietors, etc. Directors are H. C. Mant, R. A. Mant, S. M. Fellows and F. V. Hodgkins.

Central Asbestos Co., of North Manchester, Ind. Suit has been filed against the Central Asbestos Co., asking appointment of a receiver, because of the alleged failure of the firm to

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redeem scrip it issued during the year of 1932 to employes for labor and others for material. The company issued scrip in $1, $5 and $10 denominations and it was accepted by a majority of North Manchester merchants. The suit charges that machinery in the plant is mortgaged to cover loans made by the Indiana-Lawrence bank and that its liabilities are greatly in excess of the estimated $4,000 assets. The company was formerly located in Wabash, Ind., but moved to North Manchester when it was offered $1700 for moving expense.

PATENTS

Flue or Vent. No. 1,876,783. Granted on September 13th to Jacob A. Stadtfeld, San Francisco, Calif. Assignor to Plant Rubber & Asbestos Works, San Francisco. Filed September 28th, 1929. Serial No. 395,986.

Described as a new article of manufacture, a pipe for carrying off products of combustion, comprising a tube of asbestos hardened and compacted by a vitrified binder, permeating its fibres to provide a unitary rigid flue structure, capable of self-support, said binder comprising the products resulting from the combination of an alkali metal silicate and a metal compound.

Talking Picture Screen. No. 1,877,941. Granted on September 20th to William H. Morris, Philadelphia, Assignor to Keasbey & Mattison Company, Ambler. Filed November 8, 1930. Serial No. 494,262.

Described as a moving picture screen adapted to transmit sound and reflect light and comprising woven threads of asbestos fibres spaced to provide orifices between them and having outer fibres of said threads extending over and tending to cover and partially fill said orifices, to form a plurality of light reflecting surfaces therein while permitting the sound waves to pass there thru.

Porous Materials and the Manufacturing Process Thereof. Granted on October 18th, to Harold W. Greider, Plymouth Meeting, Pa., assignor to Philip Carey Mfg. Co. Filed April 18, 1928. Serial No. 271,108.

Described as in a process of making heat insulating material wherein finely divided solid ingredients including magnesia and fibre are mixed with water to form a semi-fluid mix. The mix is Granted on October 18th, to Harold W. Greider, Plymouth molded under pressure of about 25 to 50 pounds per square inch in filter molds with expulsion of water and the molded forms are thereafter dried, the material comprising generating acetylene gas in said mix in the process of a gas emulsifying agent by chemical reaction between water of the mix and calcium carbide coated with a protective coating so as to form a stable gaseous emulsion of minute pressure resisting bubbles of acetylene gas in said mix prior to molding a multiplicity of said bubbles of emulsified gas being substantially retained during said molding under pressure in filter molds and a multiplicity of thickly interspersed minute voids being created in the dry product by said retained bubbles of said gaseous emulsion.

THIS AND THAT

A. A. Brazier & Co., of London, England, in renewing their subscription, write us: "We might say how much we apppreciate receiving your magazine each month and hope that it will get better and larger as the years roll by."

"Glass Wool for Thermal Insulation" is the title of a short article in the December 17th issue of the India Rubber Journal.

"The thing for you to do," said the doctor to the man with the frazzled nerves, "is to stop thinking about yourself—to bury yourself in your work."

"Gosh!" returned the patient, "and me a concrete mixer."—Insulated Inklings.

In our December number (on page 40) we mentioned the house organ "Belts" stating that it was published by the Ferodo Belting & Asbestos Co., Ltd., of Toronto. This was incorrect. The Federal Belting & Asbestos Co., Ltd., of Toronto, publish "Belts."

The 39th Annual Meeting of the American Society of Heating & Ventilating Engineers, will be held at the Hotel Gibson, Cincinnati, O., from January 23rd to January 25th. A copy of the program is in our files and will be lent to anyone interested.

Optimist: Why worry? We'll all be begging anyway by the end of 1933?

Pessimist: Oh yeah! From whom?

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