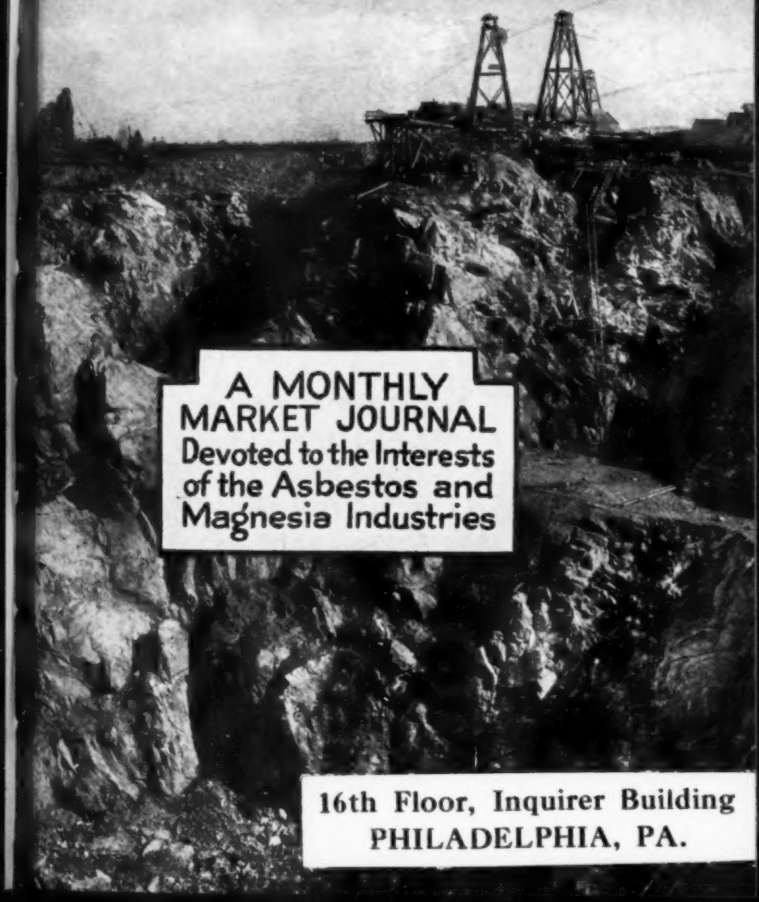
ASBESTOS

APRIL 1933



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

16th Floor, Inquirer Building
PHILADELPHIA, PA.

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30 YEARS EXPERIENCE

FOR 30 years, we have specialized in the production of quality asbestos textiles.

Beginning with the crude asbestos rock, every process of manufacture is conducted in our splendidly equipped plant.

Our research laboratories and engineering staff have developed asbestos products accepted and used in a wide range of industries.

Experience, knowledge, facilities, resources: these essential factors enable us to design and make asbestos textiles of every character and for all purposes.

General Asbestos & Rubber Division
of
RAYBESTOS-MANHATTAN, Inc.
NORTH CHARLESTON, S. C.

... ASBESTOS ...

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

A. S. ROSSITER - - EDITOR

PUBLISHED BY SECRETARIAL SERVICE
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C. V. Smith Returns from Russia

C. V. Smith, formerly Chief Engineer of the Asbestos Corporation, Limited, and, during the last two years, Consulting Engineer at Asbest, Russia, has returned to his home in Thetford Mines, Canada, after an interesting sojourn in the Soviet Union.

Mr. Smith was graduated in 1898 from Rutgers University of New Jersey, receiving the degree of Civil Engineer. He had a number of years of experience in the United States, was with Asbestos Corporation, Limited, for 17 years, and left in December 1930 to assist in the development of the asbestos properties of the "Uralasbest", near Sverdlovsk, U. S. S. R. He returned for a brief vacation late in 1931 and then spent most of 1932 in the Soviet Union.



C. V. SMITH

Mr. Smith enjoyed his stay in Russia and left at the expiration of his contract, he being unable to agree to the terms offered in a new contract presented to him. He is now open for engagement.

He has given us some general comments on the Asbestos Mines and Mills in Russia, and their operation. One of these articles, "Russia and Its Asbestos Operations" appears in this issue. The other "Russia — Its Asbestos Mines and Mills" will be published in May.

Russia and its Asbestos Operations

In the fall of 1930, I was engaged by the Amtorg Trading Corporation of New York to go to Russia to assist in the development of their Asbestos Properties.

When arriving in Berlin, I called at the branch office known as Manganexport and from there went to the Krupp works at Magdeburg, to see what facilities they had for making equipment suitable for treating asbestos.

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I then proceeded to Moscow where the head office of the Russian Asbestos Industry, known as Souzasbest or The Union of Asbestos Companies, is located. There is a branch office at Sverdlovsk (formerly Ekaterinburg).

The mines are at Asbest in the Ural Mountains about sixty miles Northeast of Sverdlovsk, and the organization there is known as Uralasbest. There are several bureaus for the control of industrial development at Leningrad to which I went twice to confer on the proposed plans for the development of Asbestos.

The operation of Souzasbest includes the mining, milling, distribution and manufacture of Asbestos, and also the operation of some cement plants.

The mining properties now being operated by Souzasbest are those of Asbest and Illinsky (generally known as the Bajenova District) and the outlying properties of Krasnuralsk, Alapaevsk and Spartak. All of these properties except Krasnuralsk are in practically level country.

The Station of Bajenova is on the Transcontinental R. R. about forty miles east of Sverdlovsk. Asbest is twenty miles north of Bajenova and until recently has been reached by narrow gauge railroad. On December 1st, 1932, it was planned to close the road and change to standard gauge, so that shipments could be made directly from the mines. There are storage sheds at Bajenova and shipments formerly were sent there in small and mostly open cars of about ten tons capacity. There, they were either reloaded or stored.

When I arrived at Asbest in 1931, the population was about 35,000. Two years before, it had been only 10,000. In the meantime, an extensive building program had been carried on and the people were surprisingly well housed. In this line of work, when they have the necessary materials, the Russians can make remarkable progress, even tho their chief tools are saws and axes. But when new methods are encountered and when bureaus or departments must work together, they do not co-ordinate. The Soviet program demands speed but during my two years with them, they talked much but accomplished little, at Asbest. I found this to be the

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experience of many other foreign Specialists.

Asbest has a newly constructed water-tower and as soon as pipes can be obtained, they will be laid to deliver water to Kiosks on the streets but not into the houses. At present water is hauled in barrels by horses or carried in pails by women. There is no sewer system.

There is a fair hotel of two stories at Asbest and a Museum where Asbestos samples, drill cores and other ores of the district are displayed. Also a large school for higher grades and a number of schools for the lower grades.

A building called the Devaretz Cultura or Palace of Culture, which covers a considerable area, contains a theatre seating 1200 people, a moving picture hall, a large public hall, libraries, reading rooms and class rooms.

A large new office building, designed to house their many departments, accommodates, I think, about 150 office workers. The Technical Bureau is a fine large room well lighted, heated and ventilated and many young women are employed there as tracers, draftswomen and constructors and do excellent work.

The elevation at Asbest is about 250 meters or 820 feet.

They have a mill-board plant in operation at Bajenova, one under construction at Asbest, and several larger plants either operating or under construction at other places.

Seven plants for manufacturing Asbestos cement pipe, under patents secured from Italy, are being planned.

At their present rate of development, the domestic requirements for Asbestos products should take practically all they can produce unless they find it necessary to export in order to obtain "Valuta".

On February 7th a meeting of German asbestos manufacturers at Hanover, Germany, agreed on a new scale of factory selling prices for asbestos goods. The new prices are considered by the manufacturers to be in accord with a reasonable system of costing, ... the increases are moderate in view of the burden under which the Industry had previously labored.

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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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We Move to the 16th Floor Inquirer Building

On April 22nd, we will move our offices to the Inquirer Building.

This means that the mailing address of "ASBESTOS," Secretarial Service and C. J. Stover, after April 22nd, will be 16th Floor, Inquirer Building, Philadelphia.

When our friends want to call, however, they should know that the Inquirer Building is at Broad and Callowhill Sts., and that Callowhill Street is four squares north of Market Street, Broad Street being, of course, between 13th and 15th.

Our new offices are in the Tower of the Inquirer Building, the third floor below the clock on the illustration, and our windows give a wonderful view down over the Delaware River on the East Side, and a general view of the central part of the city on the South and West Sides.

It will be a pleasure to work in our new surroundings and we hope many of our friends will find time to drop in when in Philadelphia.

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From

CRUDE ORE

to

FINISHED PRODUCT

Johns-Manville carries on the entire manufacturing process of asbestos. Mines in Arizona and Canada, thirteen factories located strategically across the continent and branch offices in all large cities 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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United States Law No. 428

Law No. 428, effective March 3, 1933, restricted the purchase and use by all governmental agencies to materials mined, produced or manufactured in the United States.

Since some asbestos is produced in the United States, asbestos products come under this ruling, but since a great deal of the stock of materials on hand is not made of United States asbestos, and further since some grades are not produced at all in the United States, the manufacturers were in a rather embarassing position.

The United States has already ruled that it is impractical to require the use of domestic platinum, chromium, cork, jute, and possibly other materials, in the manufacture of domestic articles, because such articles are not mined or produced in the U. S. A. in sufficient and reasonably available quantities, and of satisfactory quality. It is quite likely, therefore, that the Asbestos Industry will succeed in having a similar ruling established for asbestos.

In the meantime, it is suggested by attorneys for some of the larger manufacturers that in quoting on or invoicing for goods made in whole or in part of Spinning Grades of Asbestos, the following be typed or stamped on the proposal or invoice:

> No commercial production in the United States of asbestos fibre similar to that contained herein.

In bidding to the U. S. Government on goods made in whole or in part of asbestos grades below spinning quality the following should be typed or stamped on the proposal and on the invoice:

> No United States production of asbestos fibre similar to that contained herein sufficient to constitute any substantial portion thereof.

The United States producers, however, claim that they can produce sufficient quantities of most of the grades to take care of Government requirements.

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ASBESTOS

Bell Asbestos Mines

THETFORD, P. Q., CANADA

• • •

OWNED AND OPERATED BY
KEASBEY & MATTISON COMPANY

HIGHEST quality asbestos—crudes and fibers—of all grades. For the manufacture of asbestos products. *Shipped to all parts of the world.*

Keasbey & Mattison Company are not only sellers of raw asbestos, but also are manufacturers of the highest type of heat insulating materials, asbestos building products, and asbestos electrical insulating materials. When you order asbestos from K & M Bell Mines, you are assured the same quality as that used by Keasbey & Mattison Company in the manufacture of its own products.

Write for samples of the grade you're interested in, prices, and for "Asbestos Milling and Dressing for the Market," which tells all about the advanced methods of modern asbestos production.

BELL ASBESTOS MINES · THETFORD MINES ·

A few territories are still available for Approved Distributors and Contractors. Correspondence is invited from reliable concerns who desire this opportunity for profitable distribution.

KEASBEY & MATTISON CO., Ambler, Penna., U. S. A.

FOREIGN AGENTS

E. R. FLINT,
6 rue Francois-Coppee,
Paris, (XV) France

ERNST KEILER, JR.,
Neuerwall 54,
Hamburg, 36, Germany

R. CAMETTI & CO.,
Via Malta 13 Russo,
Genoa, Italy

S. KAWASAKI & CO., LTD.,
No. 3 Isokami Dore 1 Chome,
Kobe, Japan

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Thermoid Announces "Road Conditioned" Brake Lining



The new Thermoid F-M-L is a single type of lining for use on all brakes. "Road conditioned in the factory, which means controlled friction on the car" is the explanation of Thermoid engineers.

This new lining is reputed to "come in" at the start with a pleasing, soft pedal action and maintain this uniform performance regardless of climatic or road conditions. It is also said to be quiet, non-grabbing and non-scoring.

Two new features in the physical appearance of brake lining are apparent in this Thermoid product. First, ground on the shoe side to insure perfect fit, prevent slippage and friction between lining and shoe. The size of the lining is now plainly branded on the lining itself. Second, machined on the surface with a light herring-bone effect to insure "coming-in" immediately after the installation. The lining is so constructed that it provides a flat, level surface when bent to the contour of the shoe. This gives whole-surface contact immediately after installation and eliminates the necessity for any grinding, burning-in or burnishing.

Thermoid engineers have tested the new F-M-L Brake Lining over a long period and are highly satisfied with the results. And the company is backing up Thermoid sales representatives with a brand new advertising and merchandising campaign.

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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
TROPAG
ASBEST-UND ERZIMPORT
G. M. B. H.
ALSTERDAM 7 HAMBURG 1

Agents for Great Britain
A. A. BRAZIER & CO.
Bluefries House, 122 Minories
LONDON E. C. 3, ENGLAND

Agents for Japan
S. SAITO & CO.
5th Floor Marunouchi Bldg. TOKYO

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A New Pipe Covering for Ice Water, Brine and Ammonia Work

Of much interest to insulation contractors will be the new pipe covering designed by Frank C. LeRow of the Illinois Philip Carey Company, and marketed under the name of Seapak, this insulation being suitable for ice water, brine and ammonia work.

Seapak Pipe Covering is made of alternate layers of waterproof paper and a material called Seapak, made up in broken joint construction. Seapak itself is a new material consisting entirely of pure, untreated, unadulterated Kapok, and Kapok, as our readers probably know, is the silky fibre of the pod of the Ceiba tree which grows in certain tropical regions.

The Kapok is made up especially for the Illinois Philip Carey Co. in felt form, which the company rolls into pipe covering. A special cement is furnished for cementing laps and making joints airtight.

Seapak, we are informed, is one of the most efficient insulating materials known to science, it is light in weight and it is claimed that in tests made at the Armour Institute by Professor Peebles it tests out most satisfactorily.

Seapak Covering is strictly an Illinois Philip Carey Company product and samples, prices and all necessary information may be obtained by addressing that company at 2100 Fullerton Ave., Chicago.

What sort of statistics are most useful to you? At present the Department of Commerce publishes only the quantities, in tons, of Raw Asbestos imported into the United States from various countries, but does not give the value. On Asbestos Manufactured Goods it gives the value but not the quantity nor the *kind* of material.

If you wish better statistics on imports of asbestos and asbestos manufactured goods, write Joseph S. McGrath, Metals Section, Minerals Division, Bureau of Foreign and Domestic Commerce, Washington, D. C., or send the letter to us and we will forward it to Mr. McGrath.

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Edward D. Pakenham

It is wtih great regret that we announce the death of Edward D. Pakenham, General Sales Manager of the Building Materials Department of the Johns-Manville Sales Corporation, on Wednesday, March 15th.

Mr. Pakenham was born January 22, 1884, in New York City, and spent 34 of his 49 years with the Johns-Manville Corporation, being office boy when he went with them on August 24, 1899.



He held many position during his 34 years with the company, including Assistant Cashier, Chief Clerk, Manager of Roofing Division, Assistant to Manager of General Building Materials Department and, finally, General Sales Manager of the Building Materials Department.

He was at one time a Director of the Johns-Manville Corporation and was a member of their Quarter Century Club.

Mr. Pakenham lived for the last seven years at New Rochelle, N. Y., and was a member of the Mayflower Lodge, F. & A. M., of Brooklyn. He is survived by his mother, his widow, and a son, Edward D. Pakenham, Jr. He also leaves a brother, Walter F. Pakenham.

A blotter absorbs everything and gives out nothing. Don't be a blotter.

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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Bloc-Tex Brake Lining is Announced

The Union Asbestos & Rubber Company, of Cicero, Ill., utilizes the best points of solid molded, flexible molded and woven brake linings in its new lining Bloc-Tex.

Bloc-Tex is guaranteed to work, and work successfully, on any brake job, whether internal or external. It is flexible enough to permit handling in rolls; it has an asbestos fabric base; age does not affect it; it does not absorb grease.

These are only a few of the many advantages claimed for Bloc-Tex. Its best point is probably the fact that it simplifies brake relining from every angle—stocking, application, performance.

The Union Asbestos & Rubber Company will be glad to supply further information.

Twenty Years or More

Here are a few more names to add to the "Twenty Years or More" List, published in our January, February and March numbers. We will keep adding to this list as long as we receive names, and hope to receive many more.

	Years
John Lotz, Jr., President, Lotz Asbestos Co., Hartford, Conn.	22
S. H. Wellschlager, District Manager, Keasbey & Mattison Co., Baltimore, Md.	26

Loom Molded Grey-Rock Eagle brake lining manufactured by the United States Asbestos Division of Manheim, Pa., is so called because it cannot properly be called either a woven or a molded lining. Each strand of yarn is pretreated with inert, wear-resisting materials, which are then combined by the process of loom molding with the flexibility and strength of a woven structure. The lining has the characteristics of both woven and molded linings.

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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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MARKET CONDITIONS

General Business.

While there is very little improvement, if any, in general business, there are several factors which give a certain amount of hope.

The return of beer is hailed as a saving factor, and certain it is that a number of men have already secured work in the breweries and in occupations which make products directly or indirectly connected with the brewing industry,—barrels, for instance, and many other articles.

The bank situation is practically cleared up and while some banks remain closed, it is estimated by good authority that 80% of the banks, or about 16,000, have been reopened, and that these represent at least 90% of the country's bank deposits.

Many pages could be devoted to a discussion of general business conditions, but the probable result could be summed up in a few words:—that people have regained confidence, and that once the ball of business starts rolling it will quickly gather momentum. Just at present it is not easy to see just when the rolling will begin.

Asbestos—Raw Material.

There has been practically no change since last month in the raw material situation. Shipments from Canadian Mines and imports into the United States have been poor, which represents trade conditions all over the asbestos world. Even so prices show no indication of going any lower.

Asbestos Manufactured Goods.

Textiles. There is practically no market in textiles. Demand is very low, and what business shows is so strenuously fought over, that the result is about the worst ever known in the textile business.

Brake Lining. Brake lining volume is off 25% to 40%; competition is keen, and made worse by the fact that a number of small manufacturers have entered the field with low overhead who sell at very low prices. The price

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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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situation in the brake lining industry is the most important factor at the present time.

Demand will no doubt improve with the coming of the summer months.

Insulation. High Pressure. Demand continues very light. Prices are firm but unprofitable. Productive capacity in this, as in most other lines is far and away beyond present or any immediate future consumption. In fact, any *one* plant could more economically operate and serve present demands than can possibly be done by five or six.

Insulation. Low Pressure. March showed a little improvement over February, but it is too early in April to tell just what the month's business is likely to be. Specialty products are showing more activity than standard lines.

Paper and Millboard. This market remains about the same, demand low. Prices, however, are holding very well.

Asbestos Cement Products. Sales of Asbestos Cement Shingles continue at limited volume during March, the principal buying being by the Federal and several State Governments and some of the larger industrials in the south. Prices have advanced slightly, due to increased costs of raw materials and the market is generally firm as far as price is concerned. Better volume is looked for with the opening of the spring season.

Because remodeling continues to be the most attractive field for sales effort, particular attention is being paid to the development of special asbestos shingles for siding. Considerable progress was made in the siding field last year and this market, together with reroofing, gives promise of good asbestos shingle sales in 1933.

The above represent the opinions of those in the Asbestos Industry closely in touch with the various markets. We would like to have your opinions on the particular asbestos product you make or sell.

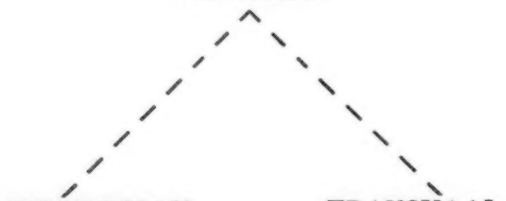
"What's the most difficult thing you ever did?"

"It was the making of ten easy payments."

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RAW ASBESTOS

All Grades



RHODESIAN

TRANSVAAL
(SUPERFINE)

Samples and Prices to be obtained from

RAW ASBESTOS DISTRIBUTORS
LTD.

CENTRAL HOUSE, KINGSWAY
LONDON, W. C. 2 ENGLAND

CABLES:—VULBESTON, LONDON

or from any of the following Agents:

U. S. A.	FRANCE	GERMANY & Central Europe	JAPAN
W. D. CRUMPTON & CO. 8-10, Bridge St., New York.	GEORGES PARLY 10 Rue De La Pepiniere, Paris.	BECKER & HAAG. Bernburgerstr. 31, Berlin.	C. H. NELSON 86, Yedo Machi, Kobe.

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Restriction of the Importation and Sale of Russian Asbestos is Lifted by U. S. A.

Lifting of the restriction on the importation and sale of Russian Asbestos in the United States, was recommended by the U. S. Tariff Commission in a fourteen page report issued by that Commission to the President of the United States, and by the formal approval by the President of the Recommendations made by the Tariff Commission, such approval being released to the public on April 5th.

It will be remembered that complaint in this case was entered with the Tariff Commission on December 9, 1930, that on April 22, 1931, collectors of customs were instructed to forbid entry except under bond, of Russian asbestos, pending completion of the investigation by the Tariff Commission; that final hearings were held in September and October of 1932, and that briefs were filed on December 6th, and reply briefs on December 12th, 1932.

The Tariff Commission in its report comments at length on the several points raised in the course of the investigation.

Much as we would like to publish the entire report, space will not permit us to do so, but we quote below the Recommendation of the Tariff Commission to the President, and also the release giving the approval of the President to the recommendation. Anyone desiring to read the entire report, which is most interesting, may borrow our copy at any time.

The Recommendation.

That the petitions of the Bear Canyon Asbestos Co., Regal Asbestos Mines, Inc., and the Vermont Asbestos Corporation, for relief under the provisions of section 337 of the tariff act of 1930 against the importation or sale in the United States of asbestos, unmanufactured, asbestos crudes, fibres, stucco, and sand and refuse containing not more than 15 per cent of foreign matter, produced in the Union of Soviet Socialist Republics, be denied, and that

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High-Grade Asbestos Textiles

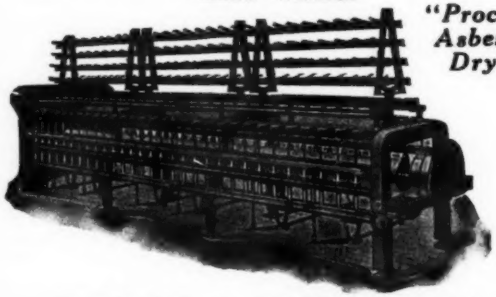
CARDED FIBRES
YARNS, CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

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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the order of exclusion of such asbestos from entry, issued in accordance with section 337 (f) of the tariff act of 1930, pending completion of this investigation, be terminated.

The Approval.

The President has approved the finding of the Tariff Commission that Russian Asbestos has not been imported or sold in the United States in violation of Section 337 of the Tariff Act of 1930, by means of unfair methods of competition or unfair acts. This effects the removal of the temporary restriction imposed on the importation and sale of such asbestos which was imposed pending completion of the investigation instituted by the tariff commission under that section.

The following report on market conditions in the Asbestos Industry of Germany is given in a recent issue of Foreign Trade Notes, published by the U. S. Department of Commerce:

Germany's important asbestos manufacturing industry has been recording increasing depression, in keeping with the course of domestic and world economic conditions, but has been able to maintain production at about 50 per cent of capacity. The industry now employs about 3,000 workers, but the manufacturers have been suffering not only from reduced sales but also from low prices, so that the general run of them have been operating without profit. Hoping to improve trade conditions and prices, manufacturers have now formd a trade syndicate to establish uniform prices, probably increased. Efforts will be made to increase sales and also the productive efficiency of the plants.

Secretary Woodin has a pair of asbestos breeches! When Woodin stepped into the Treasury Office, former Secretary Mills warned him that he was "taking over the hottest seat in Washington" and advised him to obtain a pair of "asbestos breeches." G. M. Fiechtner, Denver Democrat supplied the breeches, they being fashioned like "shorts" and stitched together by Fiechtner's mother.

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CONTRACTORS AND DISTRIBUTORS PAGE

How DOES "ASBESTOS" help the Contractor and Distributor?

1. By using a page each month for the discussion of their problems.

2. By publishing area tables and other helps in estimating.

3. By describing the methods and plans followed by groups of contractors in various cities, so that other groups may use the same plans and methods.

4. By printing descriptions of new products, or of variations of old products, so that the contractor and his distributor may be kept up to the minute on materials which he can profitably handle.

5. By printing news of manufacturers, new concerns going into the business of manufacturing asbestos products, so that contractors and distributors are kept advised of new sources of supply.

How CAN "ASBESTOS" help the Contractor and Distributor?

We want to know:

1. What subjects you would like discussed on the Contractors and Distributors Page.

2. What information we can publish, either regularly or occasionally, that will be helpful to the contractor and distributor.

3. What other service we can perform which will help the contractor and distributor.

Each contractor or distributor who reads "ASBESTOS" is requested to write us ideas on the questions asked above.

We hope to get a hundred or so of these replies. You may sign your name or not, as you prefer—it will not be published unless you request us to do so.

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Little Lessons in Selling

HOW TO GET A BETTER PRICE

By John T. Bartlett

One of the cleverest men in obtaining a higher price, that I have ever known, used a device when the prospect declared that a competitor was offering a line at a lower price, the price being stated, which proved extraordinarily resultful.

My friend would manifest great surprise as the prospect quoted the competitor's lower price. "What!" he would exclaim, "are we as close to them as that? Usually we are at least 35% above."

"You see — —" and he would be well launched in an explanation of the special quality features which inevitably made his product sell at a higher price.

Time and again the prospect would be immediately sold by this plan.

No salesman is equipped to sell a quality product, in competition with low-priced goods, unless he knows his product inside and out; why it has quality; its superiorities; the reasons why it is more economical, in the long run, than cheap goods. Homely analogies may help as "It's the difference between a ten-cent cigar and a five-center, or, "You can't expect to buy a Cadillac for the price of a Ford."

Sometimes demonstration is possible, that is, the salesman can carry samples of ordinary materials used in manufacturing competing products, and samples of the superior materials used for his quality line.

Generalization such as "It's the best on the market," "You can't go wrong on this," and similar patter, won't do in such times as these when the world is seeking determinedly for cheaper ways to do things. You must have PROOFS, spelled in capital letters.

Salesmen, executives or others recently in the Asbestos Industry, who are at present unemployed, should write us for our special classified advertising offer.

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PRODUCTION STATISTICS

January 1933

	Tons (2000 lbs.)	Value
Africa (Rhodesia)		
(Statistics published by Rhodesia Chamber of Mines)		
Bulawayo District		
Nil Desperandum (Afr. Asbestos Mining Co. Ltd.)	311.50	£ 3,893 15 ..
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	1,670.05	20,875 12 6
Slip F (Vukwe Asb. Syndicate Ltd.)	52.0	104 .. ..
Victoria District		
King & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	687.90	8,598 15 ..
	2,674.65	£33,472 2 6

Africa (Union of South).

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

	January 1932		January 1933	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Transvaal				
Amosite	167.50	£ 1,675	163.10	£1,631
Chrysotile	1,209.00	14,337	570.00	5,689
Cape				
Blue	98.50	2,227	156.29	2,681
	1,475.00	£18,239	889.39	£10,001

Canada.

	January 1932	January 1933
	Tons (2000 lbs.)	Tons (2000 lbs.)
Fibre	10,190	5,951
By-Products (Sand, gravel, etc.)	402	64
	February 1932	February 1933
	Tons (2000 lbs.)	Tons (2000 lbs.)
Fibre	7,706	5,482
By-Products (Sand, gravel, etc.)	206	1

Note: Figures given in March "ASBESTOS" for January 1932 and 1933 production were transposed, and the figures are therefore given correctly above.

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Canada

(Statistics by Bureau of Mines, Province of Quebec)

The following gives shipments and sales, average value per ton, etc., of Canadian Asbestos during 1932. On page 27 will be found comparison with shipments and sales from other countries.

	Shipments and Sales		Average Value per ton	Stock on hand Dec. 31, 1932	
	Tons	Value		Tons	Value
Crude No. 1	144	$ 57,159	$396.94	207	$ 82,167
Crude No. 2	313	60,230	192.43	3,115	599,419
Crude—Other	14	1,832	130.86	85	11,123
Spinning Fibre	6,004	548,510	91.36	13,558	1,238,659
Shingle Fibre	6,625	328,895	49.64	7,131	353,983
Paper Fibre	32,694	1,008,436	30.84	5,307	163,668
Waste, Stucco or Plaster	3,984	92,800	23.29	511	11,901
Refuse or Shorts	73,199	941,859	12.87	13,350	171,815
	122,977	$3,039,721	$ 24.87	43,264	$2,632,735
Sand, gravel and stone (waste rock only)	3,473	3,369	.97		
	126,450	$3,043,090			

BUILDING

Construction contracts awarded for all classes during the period from March 1 to March 15th 1933 totaled $24,666,100 in the 37 Eastern States, according to F. W. Dodge Corporation.

February 1933 construction awards in these same states totalled $52,712,300 as compared with $83,356,000 in January and $89,045,800 in February 1932.

AUTOMOBILE PRODUCTION

Production of motor vehicles in the United States and Canada for January 1933, totaled 133,472, compared with 123,075 in 1932, and 178,344 in January 1931.

Production in February, in the United States and Canada, totalled 110,112 in 1933, 122,895 in 1932 and 229,811 in 1931.

WAGE NOTES

Philadelphia, Pa. Rates for Asbestos Workers were decreased on January 1st to $1.00 per hour for Mechanics. The former rate was $1.12½.

Recent articles on asbestos materials, appearing in the India Rubber Journal, published in England, are Asbestos Tape, Proposed Wet Concentration of Asbestos, Asbestos Paper, Asbestos Fibre Length, and Asbestos Boards. We will be glad to lend these articles to anyone interested.

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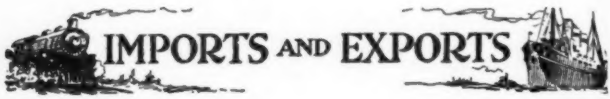
Relations of Production
(Sales and Shipments)
of Various Countries
(No Asbestic Included)

	1931 Tons (2000 lbs.)	1932 Tons (2000 lbs.)
Canada—All Grades	**164,296**	**122,977**
Cyprus	**1,273**	**1,700**
Rhodesia	**24,042**	**15,766**
Union of South Africa	**15,680**	**12,070**
United States of America — Imports from All Sources	**134,192**	**96,668**

ROCK MINED AND MILLED

	Tons (2000 lbs.)	Tons (2000 lbs.)
Rock Mined	2,274,048	1,145,340
Rock Milled	2,164,060	1,029,709
Asbestos Produced from this rock	154,872	119,968
Canada — Crudes	749	471
Canada — Spinning Fibre	8,560	6,004
Canada — Shingle Stock	15,988	6,625
Canada — Paper Stock	39,867	32,694
Canada — Lower Grades	99,132	77,183

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Imports into U. S. A.

Unmanufactured Asbestos:

	January 1932 Tons (2240 lbs.)	January 1933 Tons (2240 lbs.)
Africa (Br. S.)	12	.....
Africa (Port. E.)	18	.....
Canada	6,274	5,151
Italy	3	.....
United Kingdom	46	.....
	6,353	5,151
Total Value	$190,621	$121,687

Division by Grades:

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

Crude	43	61
Mill Fibre	2,174	154
Lower Grades	4,057	4,936
	6,274	5,151

Manufactured Asbestos:

	January 1932 Value	January 1933 Value
From Austria	.....	$ 42
From Germany	$1,341	1,478
From Italy	.....	578
From United Kingdom	3,438	851
From Canada	81	11
From Hungary	369	....
From France	1,423	....
	$6,652	$2,960

Exports from U. S. A.

Exports of unmanufactured asbestos during January 1933 amounted to 114 tons, valued at $8,522, compared with 273 tons, valued at $14,376 in January 1932.

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Exports of Manufactured Asbestos Goods:

	January 1932		January 1933	
	Pounds	Value	Pounds	Value
Paper, Mlbd. & Rlbd.	27,118	$ 2,608	63,768	$ 6,339
Pipe Covering & Cement	42,112	2,351	165,269	10,285
Textiles, Yarn & Packing	92,265	41,196	49,312	27,390
Brake Lining—				
Molded and Semi-molded	.....	23,807	.....	36,227
Not molded	185,660[2]	30,236	139,949[2]	17,426
Magnesia & Mfrs. of	94,151	6,146	84,460	4,836
Asbestos Roofing	810[3]	6,102	27,903[3]	35,153
Other Manufactures	74,210	7,457	125,819	9,420

[2] Lin. Ft. [3] Sqs.

Exports of Raw Asbestos from Canada

	February 1932		February 1933	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	112	$ 5,350	70	$ 3,650
United States	2,040	103,227	1,839	90,877
Australia	50	3,000	103	5,120
Belgium	51	1,925	....	.....
France	5	455	57	7,980
Germany	40	3,400	22	1,870
Japan	250	11,775	128	5,580
	2,548	$129,132	2,219	$115,077
Sand and Waste—				
United Kingdom	60	1,500	100	2,500
United States	5,013	67,863	2,173	26,182
Australia	....	.....	....	.....
Belgium	91	1,546	....	.....
France	....	.....	35	381
Germany	30	540	....	.....
Japan	5	125	....	.....
	5,199	71,574	2,308	29,063
Grand Total	7,747	$200,706	4,527	$144,140

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ASBESTOS

Imports and Exports by England.

Imports of Raw Material.

From	February 1932 Tons (2240 lbs.)	Value	February 1933 Tons (2240 lbs.)	Value
Africa (Rhodesia)	1,518	£46,977	98	£ 2,154
Africa (Union of South)	272	4,276	504	9,604
Africa (Port. E.)	4	14	.....	.....
Australia	9	95	.....	.....
Canada	151	1,574	157	2,561
Cyprus	45	1,075	90	1,601
Egypt	1	22	....	....
Finland	..	....	11	74
Germany	..	....	40	716
Italy	..	....	....	99
Soviet Union (Russia)	100	3,010	....	....
U. S. of America	63	728	10	742
	2,163	£57,771	910	£17,551
Re-Shipments	239	£13,121	99	£ 2,275

Exports of Manufactured Goods.

	Cwts.	Value	Cwts.	Value
To Netherlands	360	£ 1,679	1,108	£ 3,599
To France	280	2,145	871	3,327
To U. S. of America	40	479	31	203
To British India	3,960	6,012	8,891	10,367
To Australia	200	2,929	621	4,801
To Other Countries	23,680	49,128	14,294	44,092
	28,680	£62,372	25,816	£66,389

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. W[illegible]koff and Company, 1528 Walnut Street, Philadelphia, Pa.)

	Par	Div.	High	Low	Last
			March 1933		
Asb. Corp. (Com.)	np	–	.10 to .20		
Asb. Corp. (Pfd.)	100	7	$1 to $3		Nominal
Carey (Com.)	100	5	15 to 25		
Carey (Pfd.)	100	7	30 to 40		Nominal
Certainteed (Com.)	np	–	1¾	1	1⅛
Garlock Packing (Pfd.)	np	–	No Market		
Garlock Pkg. (6s Deb. 1939)	100	6	72½	72	72½
Johns-Manville (Com.)	np	–	19½	12¼	16¼
Johns-Manville (Pfd.)	100	7	62	40	50
Raybestos-Manhattan Inc. (Com.)	np	1	7½	5½	6¼
Ruberoid (Com.)	np	4	No Sales		
Thermoid (Com.)	np	–	1⅝	1	1
Thermoid (Pfd.)	100	7	No Sales		
Thermoid (Bonds)	100	6	30	30	30

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THIS AND THAT

An Asbestos Curtain in the West Coast Theater, San Bernardino, Calif., saved the theater from being gutted by fire, on February 23rd, when fire started backstage from sparks generated by a vacuum sweeper motor. Not only money but many lives were saved by the efficient Asbestos Curtain.

According to a clipping from the New Haven, Conn., Register, a combination of waxed paper and asbestos has been developed, which, when made up into bags will greatly prolong the keeping qualities of ice cream, butter, milk and similar products. Ice cream protected in this manner has shown no indication of melting after an exposure of two hours.

Do not keep inflammable material near exposed metal parts of heating units. Continued proximity to the hot metal may cause fire, particularly if an extra amount of heat is generated. If combustible material cannot be moved to a safe distance, protect it with layers of Asbestos Paper.

One of the most inconsistent things that has come to our attention for some time is the fact that the General Insulating & Mfg. Co. and the J. M. Plant at Alexandria, Ind., both manufacturing rock wool, must now compete with rock wool insulation made in the Indiana State prison at Putnamville, Ind. The State expects to collect taxes and other revenue from the rock wool plants and the people engaged in its manufacture, distribution and sale, while the State itself, thru its prisoners, produces Rock Wool for use on State owned power plants.

It is reported that Turner & Newall, Ltd., of Rochdale, England, has decided to establish a plant for the manufacture of asbestos cement products in India.

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NEWS OF THE INDUSTRY

Birthdays. We take a great deal of pleasure in publishing a list of various men in the Asbestos Industry, whose birthdays occur within the next thirty days: F. C. Edson, President, Asbestos Manufacturing Company, Huntingdon, Ind., whose birthday date is April 18th; George A. MacLellan, Managing Director, George MacLellan & Co., Glasgow, Scotland April 19th; H. H. Robertson, President, H. H. Robertson Co., Pittsburg, Pa., April 21st; J. Carroll Johnston, President & Treasurer, Atlas Asbestos Co., North Wales, Pa., April 28th; John Lotz, Jr., President Lotz Asbestos Co., Hartford, Conn., April 29th; G. A. MacArthur, Secretary & Treasurer, Twin City Pipe Covering Co., Minnesota Transfer, Minn., May 6th; George S. Fabel, General Manager, Southern Asbestos Co., Charlotte, N. C., May 7th; L. L. Cohen, President, Union Asbestos & Rubber Co., Chicago, Ill., May 7th; E. F. Jones, and F. E. Jones, President and Vice President, of Jones Brothers Asbestos Co., San Francisco, Calif., May 12th; A. M. Ehret, Sr., Chairman of the Board, Ehret Magnesia Mfg. Co., Valley Forge, Pa., May 15th.

We extend to all these gentlemen best wishes and congratulations.

Stone Industrial Equipment Co., 449 Court Square Building, Springfield, Mass., suffered a serious fire recently, which resulted in the total destruction of files, containing catalogs, leaflets, price lists, engineering data, etc., etc., on the following subjects: Insulation, power plant equipment, ventilation, acoustical correction, asbestos, magnesia, rock wool, cork products and engineering specialties.

The Stone Industrial Equipment Co., invites its friends and sources of supply to send them new copies, price lists, discounts, in order to build up their new files.

Pietersburg District, Northern Transvaal, South Africa. It is reported that during the boom four years ago, over 100,000 claims were taken up in the asbestos belt of the Pietersburg District, and that sixteen propositions were actually working at that time. Today only one mine is operating and the number of claims held has fallen to less than 25,000.

Rubber & Asbestos Combine, in Yaroslav, Russia. The plant of this combine is said to be nearing completion. The estimated annual production is placed at 20,000 tons of Asbestos Board and 15,000 tons of other asbestos products.

American Brakeblok Corporation. On March 10th, the American Brake Materials Corporation changed its name to American Brakeblok Corporation. The change was made for simplicity and effectiveness as nearly everyone already thinks of the company by the latter name.

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BLUE ASBESTOS

The "CAPE" quality of blue crocidolite, owing to great tensile strength, volume, and acid-resisting properties, has been proved to be the world's finest material for:-

(1) High Temperature Insulation
(2) Bulkheads and Fireproof Partitions
(3) Asbestos Cement Pipes
(4) Textiles
(5) Electrode Wrappings for Arc Welding

AMOSITE ASBESTOS

owing to its great length of fibre, is ideal both in economy and efficiency as a constituent for:-

85% MAGNESIA COVERINGS

Magnificent success has been achieved with the latest specialty in Amosite material, viz:-

100% AMOSITE SECTIONAL PIPE COVERINGS

AND BOILER CASINGS FOR BOTH MARINE AND POWER PLANT INSTALLATIONS

Address Enquiries to the Mine Owners and Manufacturers::

The Cape Asbestos Co Limited
Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

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Societe Francaise de l'Everite, of Paris, France, has changed its office address to 39-41 Avenue de la Porte de la Chapelle. They were formerly at 11-15 Avenue du President Wilson Pl. St. Denis. The plant of Societe Francaise de L'Everite is located at Bassens, near Bordeaux, France.

P. O. Baker of Providence, R. I., recently moved to 189 Ontario St., Providence.

South African Legation. The office of the Commercial Secretary at 11 Broadway, New York City, has been closed, as of April 1st, and the functions and activities of the Commercial Secretary will be fully maintained and will be attended to by the Commercial Attache, of the South African Legation at Washington, D. C., to whom all correspondence, inquiries, etc., should hereafter be addressed.

"Financing Building Improvements" by J. L. Wood, General Credit Manager of Johns-Manville Corporation, appeared in the March number of the Manufacturers Record.

Standard Lichtgeseilschaft m. b. H 372 Mainzerlandstrasse, Frankfort-on-Main, Germany, desires to purchase asbestos in the form of strips to be used as wicks for gasoline stoves and lamps in quantities of about ten kilos monthly. The company manufactures, and wholesales and exports water filters, heating and cooking stoves, etc. Cable address is Standardlicht Frankfurtmain, and Rudolf Mossee code is used. Quotations are desired c. i. f. Frankfort-on-Main.

Deutsche Asbestzement A. G. On page 34 of our February number, under this heading, we stated that there was in prospect consolidation of Deutsche Asbestzement A. G. and The Fulgerite Works.

We are now informed by the Fulgerite Works (Fulguritewerke Adolf Oesterheld to be exact) that the report printed in our February number is erroneous, and we take this opportunity to apologize to Fulgerite Works and to our readers for the publication of this erroneous report.

The Thermoid Company of Trenton, N. J., in its balance sheet and profit and loss statement for the year ended December 31, 1932, shows a net loss for the year of $199,868, after all expenses, including interest on gold notes in the amount of $166,360, and depreciation charges in the amount of $123.871. This compares with the profit, after note interest and depreciation of $163,413 for the year 1931.

Current assets as of December 31, 1932 amounted to $1,865,604, as against current liabilities of $287,275, a ratio of better than 6 to 1.

The Southern Asbestos Company, a 96% owned subsidiary showed a net loss for the year amounting to $21,304, after allowing for all expenses and depreciation charges.

Asbestos Supply Company of Spokane, Wash., is now located at East 103 Sprague Avenue with J. B. Lyall in charge.

Asbestos Corporation, Limited, of Thetford Mines, P. Q., Canada, reports a net loss for the year 1932 of $711,377, after

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interest, depreciation, etc., compared with a net loss of $879,581 in 1931.

The Management has reduced expenses drastically, especially mining and milling costs; despite the low tonnage of ore handled during 1932, the average cost per ton of rock milled was reduced by 14.35 per cent, and the average cost per ton of fibre 4.10 per cent. Both the President, Robert F. Massie, and Mines Manager, J. G. Ross, lay special emphasis in their annual report on the loyal and active co-operation of officers, staff and employees throughout the year.

Johns-Manville Corporation, in its annual report for 1932, reports a net loss for 1932, after deducting reserves for depreciation, depletion and Federal Taxes, of $2,680,873. Current Assets at the close of the year were $10,953,287. Total Liabilities $1,914,730, a ratio of 5.7 to 1.

Compared with the above, the net loss for 1931 was $583,792, current assets $13,085,769, and total liabilities $2,426,314.

Sales for 1932 totaled $20,409,206, a decrease of $13,072,094, or 39% as compared to 1931.

In line with decrease in sales was a decrease in administrative, research and selling expense for 1932 of $2,500,000 less than 1931, and $6,000,000 less than for 1929, while factory and mine operating expense, exclusive of direct labor, raw material, depreciation and depletion, was over $2,000,000 less than in 1931 and over $6,500,000 less than 1929. Other economies were effected, and still others are being put into effect in 1933.

1933 by the way, is the 75th Anniversary of the founding of the H. W. Johns-Company, in 1858.

PATENTS

Rubber Bonded Asbestos and Method of Making. No. 1,898,985. Granted on February 21st to Robert M. Day, Cambria, Mass., assignor to Dewey & Almy Chemical Co,. Cambridge, Mass. Filed June 10, 1930. Serial No. 460,294.

Described as the process of forming articles of rubber bonded asbestos fibres which comprises heating a mutual dispersion of asbestos fibres and colloidal rubber particles in aqueous suspension with a colloid protective without agitation thereof, whereby said rubber is coagulated about said fibres, while the relative position of said fibres is maintained substantially unchanged and thereafter removing the aqueous dispersing medium without substantially changing in one plane at least the relative position of said fibres and subsequently compacting the so formed mass to effect the rubber bonding of the asbestos fibres thereof.

Flexible Wear Resisting Sealing Fabric and method of making same. No. 1,900,904. Granted on March 14th to Edward H. Berger, Manville, N. J. Assignor to Johns-Manville Corporation. Filed April 18, 1929. Serial No. 356,243.

Described as an article of manufacture comprising a base member having coating thereon, said base member consisting of a woven fabric made from strands of fire resisting fibrous ma-

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terial, one of said coatings consisting of a water-insoluble gum, and the other consisting of an oil and vapor resisting material.

Brake Block and Means of Attaching. No. 1,901,696. Granted on March 14th, to Alfred V. Bodine, Fairfield, Conn., Assignor to Raybestos-Manhattan, Inc., Passaic, N. J. Filed Nov. 7, 1931. Serial No. 573,583.

In a brake shoe a friction element of fibrous material, a metal bridge element embedded in the fibrous material, and comprising a body portion and prongs projecting laterally therefrom and resting on the surface of the shoe, and a securing bolt passing thru said body portion for securing the friction element to the shoe.

Heat Insulating Bodies, Process of Making. No. 1,901,984. Granted on March 21st, to E. J. Pieper, D. F. Smith and C. C. Vogt, Haddonfield, N. J., assignors to Armstrong Cork Co., Pittsburg, Pa. Filed Oct. 10, 1927. Serial No. 225,390.

The process of making a heat insulating unit which comprises mixing mineral fibres with a binder in liquid solution in a volatile solvent, shaping the mass, evaporating the solvent with sufficient rapidity to withdraw a substantial portion of the dissolved binder from the interior of the unit to its surface whereby the unit is formed with a relatively open porous interior and a relatively hard dense surface.

Friction Surfaces. No. 1,902,576. Granted on March 21st to Raymond J. Norton, Washington, D. C., assignor to Bendix Brake Co., South Bend, Ind. Filed May 29, 1930. Serial No. 457,530.

A friction facing comprising a bonded asbestos fibre having incorporated therein alloys of different melting points, and which alloys melt within the temperature ranges of normal braking.

TRADE MARKS

(This information is supplied by the National Trade Mark Co., Munsey Bldg., Washington, D. C., who will conduct free of charge an advance search on any trade mark our readers may contemplate adopting).

"66" Serial No. 329,008. The Eagle-Picher Lead Co., Cincinnati, O. For insulation cement, asbestos cement, wallboard, etc. Passed Feb. 28th.

Eagle Serial No. 329,006. The Eagle-Picher Lead Co., Cincinnati, O. For insulation cement, asbestos cement, etc. Passed Feb. 28th.

Eagle Products, and picture of an eagle holding a bucket. Serial No. 329,007. The Eagle-Picher Lead Co., Cincinnati, O. For insulation cement, asbestos cement, wallboard, etc. Passed Feb. 28th.

Clap-Bricks. Serial No. 295,216. Frederick E. Horne, Malden, Mass. For shingles, clapboards and roofing materials of asbestos, felt asphalt, slate or combinations thereof, and imitation masonry building units for roofs, walls and siding.

Southern. Serial No. 334,411. Southern Friction Fabric Co., Charlotte, N. C. For brake lining. Passed on March 28th.

Asbestos Magazine, 1933, April 1933 Published by AsbestosClaims.Law
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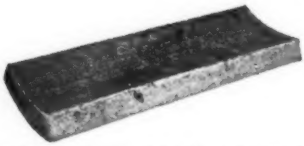


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The Business Man's Philosophy

By William Feather

Learn to like what doesn't cost much.

Learn to like trees, fields, woods, brooks, fishing, rowing, hiking.

Learn to like reading, conversation, music.

Learn to like gardening, carpentering, puttering around the house and lawn and automobile.

Learn to like the song of birds, the companionship of dogs, the laughter and gayety of children.

Learn to like pipe-smoking.

Learn to like work and enjoy the satisfaction of doing your job as well as it can be done.

Learn to like the sunrise and the sunset, the beating of rain on roof and windows and the gentle fall of snow on a winter day.

Learn to like the mystery of women. Learn to like them for those ways that are so different from your own.

Learn to like plain food, plain service, plain cooking.

Learn to like people, even though some of them may be as different from you as a Chinaman.

Learn to like life for its own sake. Learn to like to be alive.

Learn to keep your wants simple. Refuse to be owned and anchored by things and the opinion of others. That is the path to happiness.

Philadelphia Public Ledger.

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