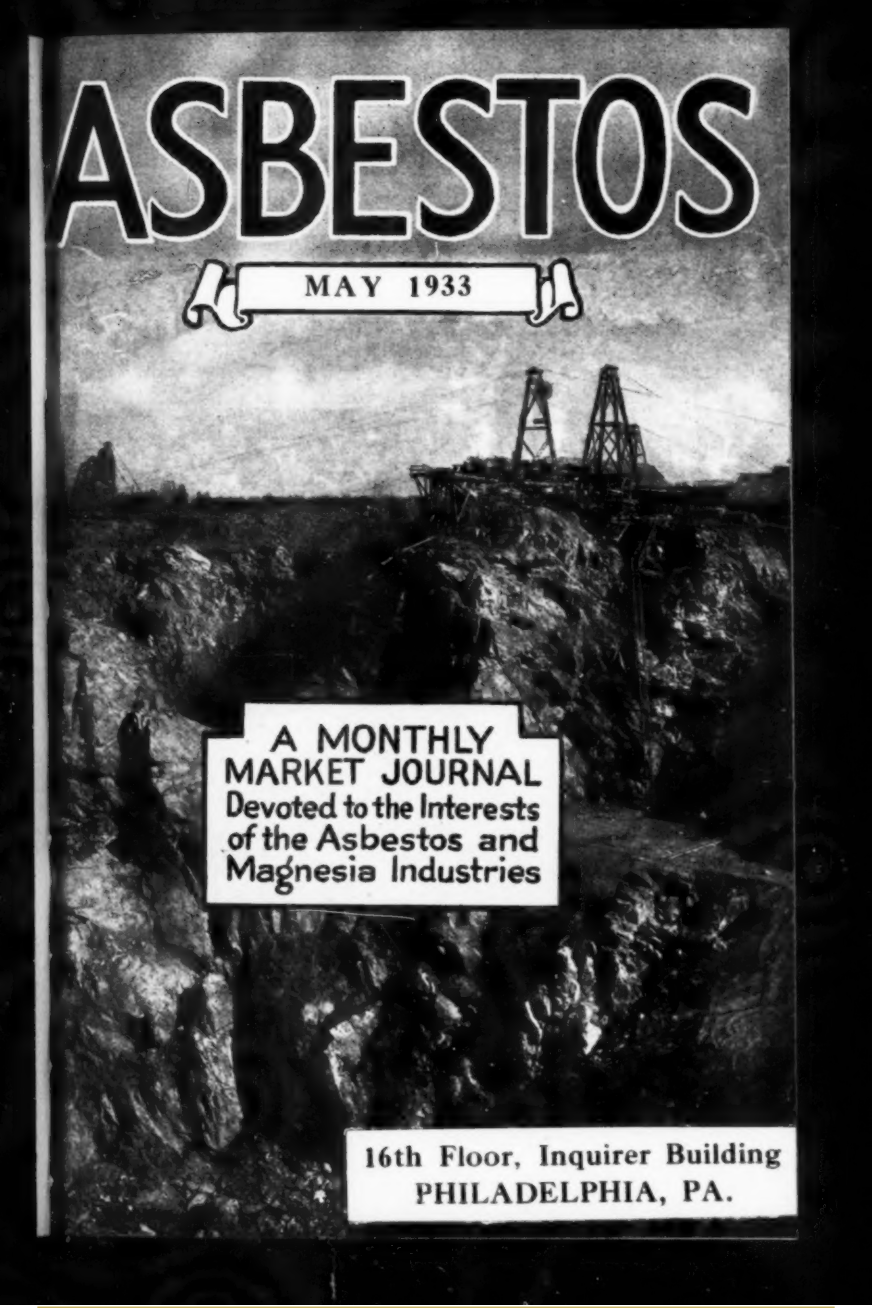
ASBESTOS

MAY 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

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PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, *OWNER*

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Russia - Its Asbestos Mines and Mills

By C. V. Smith

The main Asbestos mining area in Russia as now being worked, is 3 1-2 miles long. The strike is much longer but only this portion is under active development. The width varies greatly but mineralization is much more continuous than is the Thetford-Black Lake area.

Their best grades do not compare in quality with the best Thetford grades; there is some long fibre but in quality and appearance it is more like the best grades of Black Lake and Vimy Ridge. One area. only partially opened up, has an exeellent showing of No. 1 Crude which they seem to be keeping "up their sleeve."

The main mining area is divided into three sections. They are known as: The Northern Group; the Central Group; the Southern Group.

There is very little stripping compared with Thetford. It runs from nothing to a maximum of perhaps 15 feet. But generally speaking, it is not over six feet and in some places, particularly at the Northern Group, the overburden consists of peat which is used as fuel for drying. The Northern and Central Groups will average 4%, but the Southern Group runs about 2%.

The first thing I called to the Russians' attention was their careless use of wood in the quarries. Some of their boxes and car-bodies were made of pine, often without steel linings and pine splinters very badly. They have white birch but I did not see any of the large birch trees such as are used for lumber in Canada.

They have some good movable Cableways. One of the great advantages of this type of cableway is that when properly operated, no tracks are required in the pit. But in every case, they seemed to prefer the cableways to remain practically in one place and to bring the boxes to them on cars, running on tracks with wooden ties. This practice introduces wood into the pits and raises the boxes to an inconvenient height for loading.

The Northern Group is operated by movable Cable-

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ways of about 5 tons capacity and one pit uses a German made electric shovel, of one cu. meter capacity, for loading boxes.

The Central Group has the largest mining area. The No. 7 pit, as it is called, has an underground development for glory-holes over a portion of its area. There were two shafts—one vertical and one inclined—for hoisting rock. Horses were used for moving cars in the pit. One can easily imagine what they did to the wooden ties and manure is also objectionable, being as difficult as wood to remove from the fibre. I complained bitterly of the wood in this pit and of their method of operating it and by the time I left it was changed to quite a model quarry. An inclined haulage had been installed and engines used to replace horses. The wooden ties remained but there were no horses to splinter them. Four electric shovels of one cu. meter capacity were loading cars; two shovels of the same size were doing stripping; and drilling was being done by Churn Drills wherever possible.

At the Southern Group, there are two pits. One is worked by an inclined skip hoist of about two tons capacity, and the other has movable cableways. A feature of these German Cableways is an electric cable joining the top of the head and tail towers. It carries current for the motors which move the towers so that they may be moved equally.

There are about a dozen diamond drills operating on the properties all the time. Most of the holes have been driven but 50 meters deep at an angle of about 60 degs. Some go to 150 meters and one was to go to 300 meters and perhaps deeper.

Their practice is to do a great deal of hand sorting, and much hand breaking and sorting is done in the pit as they have no large size crushers. After the crushers, it is again hand picked so that when delivered to the mills, it may be concentrated to 20 or even 25%.

The milling equipment consists mostly of rolls and disintegrators. They have jumbos but do not favor them, because they make soft fibre. The disintegrators produce fine tailings and the tailings are very clean. The sand and

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short fibre mixed is used to plaster houses inside and outside.

They have the standard Canadian testing machines, but make comparatively few tests. The day's run is bagged as made, then dumped into piles by grades, mixed with previous productions, then bagged again. A few rehandlings like that make no difference to them.

There are two fibre mills, including the so called Giant Mill, built by the Germans, and six old style mills for making fiberized Crude. These are at Asbest and Illinsky, which correspond, in position, to Thetford and Black Lake.

There are three outlying properties at Krasnuralsk, Alapaevsk and Spartak. The last is about 25 miles North of Asbest and the former about 75 miles northwest. Alapaevsk is in between the two. There is a small mill operating at each of these properties.

The total Asbestos production is 1931 was 64,673 metric tons, of which 7,428 tons were produced at the smaller mines.

In 1930, total production was 54,000 tons; in 1931 64,673 tons and the estimate for 1932 was 61,000 tons.

The five year program called for 90,000 tons in 1932—180,000 in 1933—280,000 in 1934—400,000 in 1935—530,000 in 1936—and 660,000 tons in 1937.

The old fibre mill at Illinsky is known as No. 1, the German mill as No. 2, and the mill I designed for them is No. 3. My contract also called for mills Nos. 4 and 5 at or near Asbest and for new mills or the old ones remodelled at the outlying properties.

Mill No. 3 is designed for 300 tons per hour and the mining equipment for 10,000 tons of rock per day to allow for barren rock and lost time.

Uralasbest was evidently badly handicapped by lack of funds and materials. The mill was to be of reinforced concrete, because they had not the materials for steel construction.

They started out in a great rush and in order to finish the mill plans, when they wanted them, we worked seven weeks day and night with no time off. Construction work

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was started in July, but in November it was stopped because of lack of cement. Excavations for all buildings were made and the mill foundations and posts, up to the first floor, were in. That was in 1931. Work was not resumed till the fall of 1932. When I left Asbest in November, it was proceeding but in a half hearted way. They had difficulty in getting reinforcing rods and enough cement. They claimed there were not enough workers and it appeared they did not have enough money.

I have no idea when the mill will be finished and it is certain they will not be dangerous competitors for some time to come. The main pieces of equipment—Jaw-Crushers and Hoist—were not ordered, in fact most of the equipment needed had not been ordered.

The first year, their idea was to build mills as rapidly as they could put them up but I don't think they were ever really in shape to do this and I discouraged the idea. I told them it was a mistake to build on such a large scale until they were sure of their process. I recommended that they perfect methods of milling without fan suctions. They are already using such a method but it is a very crude system which requires repeated treatment and much rehandling.

They are feverishly developing a type of screen for this purpose which is the idea of their Technical Director and were also developing an idea of mine which showed considerable promise but was not far enough along for final trial.

As an instance of the ineffectiveness of Russian bureaucratic methods, I was shown, while in Leningrad, plans for Asbestos mining on which the Russians had already spent several months and perhaps a year. I was in Russia for two years and these plans were continually under development.

A supposedly complete project was submitted during the last year and comprising 200 foolscap pages of type description and 200 pages of calculations with volumes of blue prints and several variations of their main scheme. They must always have variants. If they could come to an agreement on a fixed plan and stick to it, they could

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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.

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make better progress. But where everybody has a "finger in the pie" and where no one person or body of men has or will assume responsibility for one fixed plan, work is extended interminably.

The project they submitted was not wholly satisfactory to us at the mines and had to go back for revision. As a result, when I left Russia after two years, this bureau was still working on the same project as when I arrived, with some progress but with nothing completed and with no field development for mining yet underway.

Looking Up and On

By C. J. Stover

There *is* a silver lining to these clouds of poor business, bad prices and worse ethics.

Plans being worked out by Washington for self help to industry and commerce hold much promise.

If, when and as hours of labor and minimum wage rates are set up by any industry, a concurrent regulation of production and price must be a part of the plan.

This means, of course, that Government will give business a golden chance to put its house in order, subject to Government approval. At the moment it looks like a three years "trial". And how will business behave under this proposed liberalization of the Anti-Trust Laws?

Given intelligent, honest leadership, I believe industry will discharge its obligation to labor, consumer and stockholder with credit and profit to all.

Any inclination to profiteer at the expense of the public, whether in price charged or paid, will, in my opinion, destroy utterly all future hope for relief from the many ailments chargeable to the Sherman Law.

The challenge to the best in business is clearer than ever before and here's hoping we, as an industry, will measure up.

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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

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Underground Mining By Asbestos Corporation Limited

Following extensive preparatory development work, Asbestos Corporation Limited of Thetford Mines, Que., has recently inaugurated a new system for winning ore at the King's Mine.

The adoption of a block caving method of mining at King's is a most interesting development. While the method is standard practice in the large copper mines in the Western States, particularly in Arizona, it is the first time that it has been applied to asbestos deposits, or in fact, to any mineral deposits in Canada.



In the course of the past fifty odd years the well known King pit has reached a depth of 360 feet by the open pit method of mining. The area mined at the surface has dimensions of 1200 feet by 1400 feet. Cable-way derricks with a cable span of 1400 feet, hoisting 10 ton boxes have been used.

Following an exploration campaign by geological survey, diamond drilling and underground drifts from the margins of the pit, the location of a large body of

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Mines

Thetford Mines, Quebec

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high grade ore was delimited underneath the head towers of the cableway derricks.

A system of shrinkage stopes was laid out above the 300 foot level and during the past three years eight of these were worked out. At the same time development work proceeded on the 600 foot level to open up Block Number One for block caving. The first area to be mined is 160 feet by 160 feet with backs at a height of 500 feet of high grade ore. Overlying the ore is 100 feet of low grade ore and overburden.

Haulage is done on the 600 foot level to a vertical shaft 17 feet in section, with two hoisting compartments and a ladder way. The top of the shaft is in the pit bottom from which an incline track at an angle of 45° leads to the primary crushers. Underground hauling is done by means of electric trolley locomotives.

Ore is loaded thru steel chutes. At a height of 45 feet above the haulage level is the grizzly level to which ore is drawn thru raises from the undercutting level 20 feet higher.

Ore drawn from the block contains less moisture than pit rock and is free of wood and fuse wire. Being free from contamination by surface earth the fibre produced is of a much whiter color than that from open pit mining.

As the work is all carried on below ground, mining operations are entirely free from the frequent and often costly interruptions caused by bad weather, which inevitably occurred when quarrying in the open pit.

One interesting feature is the great improvement in safety: accidents due to recovering rock having been practically eliminated.

Exploration and development work have indicated a deposit of asbestos bearing rock sufficient to maintain a supply for the mill for many years to come.

Fashion notes for spring mention asbestos white beads, clips and earrings. Costume jewelry of asbestos is new to us — we would like to have samples!

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A New Asbestos Discovery in Alaska

Contributed

Amphibole asbestos of uncertain quality has been found and some deposits have been developed to a limited extent at several points in Alaska. One deposit is on Admiralty Island, and another at Chitina on the Copper River. The low price of amphibole and the difficulty of marketing it discourage any effort toward development.

A deposit of asbestos at Shungnak on the Kobuk River in far northwestern Alaska was described in 1910, but the material known at that time was of very poor quality. During the past three or four years further exploration has been made, and veins of long fibered chrysotile have recently been discovered. Specimens sent for examination have fibres more than 6 inches long and of great strength and flexibility. The material appears to be of a quality second to none now on the market. The supply, however, appears to be somewhat limited.

A brief description of the deposit appears in the most recent biennial report on Mining Investigations and Mine Inspection in Alaska, prepared by D. B. Stewart of Juneau. According to his description, the veins are in serpentine, but the fibres lie parallel with the vein walls. Therefore it would appear to be a slip fibre rather than the well-known cross fibre which is the type generally found in Arizona, Canada, Africa and Russia.

Three thin veins, the largest about 3 inches wide were uncovered at one point. In places the fibre is a foot or more in length. Several other small veins were found at various points over a distance of 2 miles. Further developments will be awaited with interest. While far in the north the region has favorable water transportation during the summer months.

A sample of the fibre is available for examination at the office of "ASBESTOS".

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1800 Pound Steam at Carey Plant

Readers, especially those who are engineers, will be greatly interested in the article appearing in the April 1933 issue of Power, written by H. P. Stephenson, Power Engineer of the Philip Carey Company, and describing Carey's Power Plant at Lockland, which was placed in continuous commercial operation in December 1931. This power plant is the highest pressure commercial plant in the United States, and contains the only reciprocating engines operating with steam at 1500-lb. pressure and 780 deg. temperature.

We would like to quote the whole article but space forbidding, we urge those interested to obtain a copy of Power from its publishing offices at 330 W. 42nd street, New York, or ask us to lend you our copy of the article.

Editorial comment in the same issue of Power says:

"Men like courage and frankness. For both we hand the palm to the Philip Carey Company. It took courage to install the highest pressure plant in America "Plant Carey" at Lockland, Ohio. It took more courage to use reciprocating engines for these unprecedented steam conditions. Troubles were predicted and encountered. With resourcefulness they were overcome."

The Philip Carey Company is a firm believer in experimentation, in research, and in progress. For fifteen years their Fellowship at the Mellon Institute (Pittsburg) has been devoting its entire time to research on the laws governing heat from bare surfaces and the reduction of these losses by correct use of insulation. In the midst of the depression, 1931, they built, equipped and manned a fine modern research laboratory at their Lockland Plant. In addition they carry on specialized research on Magnesia products at their Magnesia Plant at Plymouth Meeting, Pa., and on high temperature insulating products at their East St. Louis plant, where Alumino-High Temperature Block and Brick are manufactured. Most organizations have reduced the personnel of their research staff during these trying times—Carey has actually increased its research personnel.

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BOILER COVERING CEMENTS

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Vermont Asbestos Corporation
HYDE PARK, VERMONT

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Fred Sprinkmann, Pioneer in Insulation Dies at Seventy Eight

Frederick E. Sprinkmann, President of Fred Sprinkmann & Sons, Milwaukee, Wis., was born in Germany, coming to the United States in his boyhood, over fifty years ago. He went into the carriage business with Brewster in New York City, but after a few years returned to Germany, married an American girl in London and spent the next five years in Germany. Then they returned to America, and settled in Milwaukee, where he founded the company which bears his name. This was about forty-five years ago.



Mr. Sprinkmann had a genial personality, loved life, liked people around him and counted his friends by the thousands. He was known to his friends as "Pinky." He was one of the founders of the Deutsch Club, now the Wisconsin Club, was a member of the Milwaukee Musical Society and of the Arion Music Club for many years. He liked to travel, having made about 15 trips to and from Europe, the last being in 1931.

Mr. Sprinkmann's death on May 2nd came after a year's illness. Three of his five sons will carry on the insulation business which he founded.

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ASBESTOS



King's Mine, Showing New Incline from Underground Development

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

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Who Makes the Finest Pure Asbestos Yarn?

One of our readers asks us a question which we cannot answer, and we are therefore putting it up to all readers, in the hope that some worthwhile information may be obtained.

The question is: "Do you happen to know the finest cut of single ply PURE Asbestos Yarn which has been produced in this country (meaning the United States) up to the present time, also what Germany has done, and the type or make of Cards used for this purpose? Also whether such a Yarn made in this country is made with or without the introduction of an oil spray?"

One of the manufacturers to whom we put the question says: "The finest yarn which we have ever made from 100% Asbestos, is 16 cut; when it contains 20% cotton and 80% Asbestos, the finest regular yarn we have made is known as 42 cut. Smith & Furbush (now Proctor & Schwartz) of Philadelphia, cards are the machines used. We have never used oil in the fine cuts of Asbestos Yarn."

We urge every spinner to give us any information they may have on this subject.

The Nu-Way Tank Cover

The Nu-way Tank Cover or Jacket is unique in that it is a rigid blanket of asbestos paper, corrugated full one inch thickness, having a one eighth felt paper finish.

This jacket is made up in board form with "V" shaped cuts made lengthwise in a manner that permits its application over a round surface. The "V" shaped cuts close up tightly as the jacket conforms to the curve of the tank.

The felt paper finish is used as a standard finish, cotton or canvas not being necessary as the black enameled bands hold the jacket in place. A rigid jacket of this type can be packed in a small carton by folding inside out at the "V" cut-out.

The same method is adapted to insulate other round

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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.

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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.

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surfaces such as boilers, smoke pipe, furnace pipe, large ducts and steam pipe.

While the patents are pending it might be interesting to the trade to know that the rigid blanket principle is to be used with other forms of materials such as cork, magnesia, etc., on both high and low temperature insulation.

During these trying times the pipe coverer has in many instances been used as a salesman, calling on owners of small homes, and selling the tank covers at retail at a price as low as $2.50 for the thirty gallon size. Besides making a profit on the jacket the pipe coverer can get an extra dollar for the few minutes it takes him to put the jacket on the tank.

Tank covers contain a considerable quantity of asbestos, and take up some of the slack in the contracting field.

C. Stanley Morgan, 445 W. Larned St., Detroit, Mich., makes the Nu-Way Tank Cover and is applying for patents.

Twenty Years or More

Two more names to be added to our Twenty Years or More List are

	Years
Charles T. Butts, Vice President, Warren & Bailey Company, Los Angeles, Calif.	26
Emilie Begaux, Managing Director, Manufacture Belge Amiante et de Caoutchouc, Antwerp, Belgium	25

Mr. Begaux says:

(A. I. G. of the Manufacture Belge d' Amiante et de Cautchouc, s. a., Deurne-Antwerp, Belgium, whose Managing Director, the late L. Van den Nieuwenhuysen, was the founder of the Asbestos Industry in Beligum. I soon became director of the works and created the new Jointing Department. I succeeded Mr. Van den Nieuwenhuysen as Managing Director in July 1932.

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CONTRACTORS AND DISTRIBUTORS PAGE

IS ORGANIZATION VALUABLE?

Contributed

The competitors of every trade should be organized into an association. Most trades are. During the serious economic maladjustment thru which we have been passing, many trade groups are prone to feel that organization is not necessary, whilst the converse is nearer the truth. The close association of competitors is more valuable in these distressed times than it is when business is functioning normally.

A bone of contention among competitors in all the building trades has always been wage rates. This is but natural when it is considered that the big percentage of cost of installation of building materials in the trades is labor costs. In times of depression like these we are now experiencing, competitors frequently aim to cut labor wage rates without notice to their competitive shops. This is manifestly unfair competition and the first one to squeal should be not the labor union but their fellow competitors when finding anyone taking such advantage in the trade.

Whether operating open shop or union, all competitors should be paying the same wage rates and should maintain the same working regulations and conditions, and when a change is to be effected it should be done thru the association with all members apprized of it.

If I were an insulation contractor and I found to my certain knowledge that one or more of my competitors were able to get men from the union for a lesser amount than I was required to pay, I would throw my union agreement in the face of the union and get my mechanics where I pleased for any rate I desired to pay. And who could blame me!

It has always been true that some shops are forever looking for an advantage over their competitors. In this market some shops are gypping wages, some are taking advantage of overtime and some are accepting rebates from the men. It matters not how it is done or by whom, no competition can be rated as fair competition where such practices exist.

Yes, associations are more necessary in this day than ever. Trades unorganized find it absolutely impossible to maintain anything like equitable competitive conditions among one another.

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ASBESTOS
MARKET CONDITIONS

General Business.

Business is better—at least that seems to be the general opinion. "The course of business has been upward since the middle of March, and considering the severity of the disturbance in the economic system caused by the banking panic, the recuperative power displayed has been decidedly encouraging"—thus reads the first sentence in the National City Bank letter for May.

This letter further says "Steel mill operations have had a pronounced revival . . . . . automobile sales snapped back smartly after the bank holiday . . . . merchandise car loadings have increased for five consecutive weeks and this seasonal gain is encouraging inasmuch as it did not appear last year . . . . . building[1] continued to be the chief laggard among the industries." These are only extracts here and there, but give briefly the general business condition.

Raw Material.

Shipments of Canadian Asbestos into the United States, as well as the importations from other sources into the United States, have been very poor. Until building activity is resumed, the probabilities are that the volume of business will not increase materially. Prices are unchanged, notwithstanding that the embargo on Russian Asbestos has now been removed and Russian Asbestos will shortly be available to American buyers. Because the Russians are still buying more American manufactured articles than they are selling raw materials to the United States, it is argued that prices on Russian Asbestos will remain firm, as they will attempt to get the best price possible for their raw material in order to cover their purchases. The importation of Russian Asbestos, according to statements of importers, will not have a tendency to reduce prices.

Manufactured Goods.

Textiles. There is little change in the textile market, either in volume or prices. Volume still remains low, prices unstable.

[1] See report by F. W. Dodge Corporation, on page 34 which gives a somewhat more favorable view.

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Brake Lining. Manufacturers report a decided picking up, orders coming in much better than they have for some time.

Insulation. High Pressure. The prospective inflation program will inevitably improve demand for all sorts of goods, if carried out as planned. At the moment output of steam insulations is at a low ebb but any improvement in railroad and/or ship building will be helpful to volume. It always has been darkest before the dawn.

Low Pressure. Prices in this field are very stable, volume slightly better, with prospect of still better volume during this month. There is prospect of advanced prices due to advanced costs of raw materials—paper, cotton, etc.

Paper and Millboard. These markets are very sluggish, volume small. Prices, however, have advanced about 7%, due to the inflationary movement.

Asbestos Cement Products. Demands for asbestos cement shingles continued very light thru March. Volume is considerably lower than for the corresponding period in 1932 but a greatly increased interest in the asbestos cement shingle for siding purposes holds out hope that some of the lost ground in the roong field will be recovered.

Considerable progress has been made by several manufacturers in the development of asbestos cement shingles designed especially for siding purposes with great economy in head lap and side lap and, at the same time very attractive in appearance on account of unique lines, beautiful textures and colors. Unquestionably the asbestos cement shingle is the ideal material for re-siding over old frame constructions just as it has proven itself to be the ideal material for reroofing over old shingle roofs. Since remodeling residences constitutes a much greater percentage of possible business this year than ever before, the development of special siding shingles in the asbestos cement field is highly important.

The corrugated and flat lumber markets show more demand, and while much of this is government, there is more activity in industrial inquiries as well.

The above represents the opinions of men in the Asbestos Industry closely in touch with the field. Send us your comments on your particular division of the Industry.

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Little Lessons in Selling

RATE YOUR SALES ARGUMENTS

By John T. Bartlett

It will help any salesman, no matter what his product, to sit down with a clean sheet of writing paper, and place upon it, as his first act, a condensed list of all the arguments for selling which he has.

Commonly, these arguments will be concerned with such things as utility, price, service. Having written them down the salesman should carefully rate them for intrinsic importance to the buyer. Of all of the reasons for buying given, which is the most decisive? Which comes next? Next? Next?

Let this analysis of the arguments be made much as an expert buyer, knowing the ins and outs of the product, would make it.

It is unfortunate, but true, that such an analysis as this is the only one which many salesmen ever use in promoting their goods. Unfortunate, I say, because the intrinsic importance of an argument may bear no relationship whatever to its value as a sales appeal. And so, having made the analysis we have outlined, the salesman should make a second analysis.

Now, he is going to rate argument for its relative value as a sales appeal. Of all the arguments, which is the one which, as he uses it, will help the most to persuade the buyer to place an order? What argument comes next? Next Next

There is nothing more typical of practical selling than the fact that relatively minor arguments often are by long odds the most effective ones. For some reason or, other, they go home, carry weight with the prospect.

Often times, these little arguments of big values are in defiance of all theory. The only way the salesman can discover them is by analyzing his selling experience. Let him go over every interview, especially selling a product for the first time, or, to a new group of customers. Let him observe the arguments that were effective. He will have many surprises. Naturally, as

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he learns a little thing which has great influence, he will increasingly use it. He will end by completely revising his approach and presentation, for where, first, he put intrinsically most important arguments first, now he makes maximum use of the arguments which are effective in persuasion.

John H. Victor, Jr.

The death of John H. Victor, Jr., Vice President of the Victor Manufacturing & Gasket Company, Chicago, was a great shock to his friends.

Mr. Victor, who was only twenty-one years old at the time of his death, died of heart disease the middle of April, at his home in Evanston, Ill.

The Victor Manufacturing & Gasket Company is headed by John H. Victor, Sr., father of the deceased. It is a very large manufacturer of gaskets, using large quantities of asbestos mill board in its processes.

Mr. Victor, Jr. is survived by his parents, two sisters and two brothers.

High-Grade Asbestos Textiles

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

ASBESTOS FIBRE SPINNING COMPANY
NORTH WALES, — PENNA.

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	February 1933 Tons (2000 lbs.)	Value
Africa (Rhodesia).		
(Statistics published by Rhodesia Chamber of Mines).		
Bulawayo District		
Nil Desperandum (Afr. Asbestos Mining Co. Ltd.)	300.00	£ 3,750 .. ..
Norma (United Mining & General Trust Ltd.)	55.00	440 .. ..
Shabanie (Rhodesian & General Asb. Corp. Ltd.)	1,170.28	14,628 8 9
Victoria District		
King & Gath's (Rhodesian & Gen. Asb. Corp. Ltd.)	347.02	4,337 16 3
	1,872.30	£23,156 5 .
February 1932	*873.07*	*£10,903 18 9*

Canada.

(Statistics by Dominion Bureau of Statistics).

	March 1932 Tons (2000 lbs.)	March 1933 Tons (2000 lbs.)
Fibre	8,936	5,455
By Products	151	126
	First Quarter 1932 Tons (2000 lbs.)	First Quarter 1933 Tons (2000 lbs.)
Crude (1 & 2)	146	198
Milled (3, 4 & 5)	10,623	8,102
Milled (6 & 7)	16,064	8,587
	26,033	16,887

A new bus and truck ignition cable is announced by the Belden Manufacturing Company of Chicago, it being known as Beldenlac Asbestos Ignition Cable. It incorporates a braid of purified asbestos, two separate coverings of black high tension lacquer, and a newly developed heat resistant rubber insulating core. "It costs a little more per foot—but much less per mile," is the slogan adopted by the company in merchandising it.

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Imports into U. S. A.

Unmanufactured Asbestos.

	February 1932 Tons (2240 lbs.)	February 1933 Tons (2240 lbs.)
Africa (Br. S.)	5	201
Canada	6,652	4,406
Italy	1	.....
United Kingdom	5	.....
	6,663	4,607
Value	$160,407	$161,265

Division by Grades

All the above is Crude except Canada, which is divided as follows:

Crude	6	109
Mill Fibre	1,982	2,187
Lower Grades	4,664	2,110
	6,652	4,406

Manufactured Asbestos.

	February 1932 Value	February 1933 Value
Austria	4	.....
France	103	.....
Germany	716	$ 261
United Kingdom	1,475	1,423
Switzerland	.....	28
	$2,298	$1,712

Exports from U. S. A.

Exports of Unmanufactured Asbestos during the month of February 1933 amounted to 25 tons valued at $1,840, compared with 212 tons valued at $20,785 in February 1932.

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Exports of Manufactured Asbestos Goods:

	February 1932 Pounds	Value	February 1933 Pounds	Value
Paper, Mlbd. & Rlbd.	65,551	$ 7,084	13,354	$ 2,203
Pipe Covering & Cement	113,782	5,043	254,763	10,040
Textiles, Yarn & Pkg.	83,095	44,263	83,293	31,446
Brake & Clutch Lining Molded & Semi-molded		26,792		25,836
Not Molded	236,791[1]	32,439	67,856[1]	12,370
Magnesia & Mfrs. of	93,763	6,742	77,365	6,814
Asbestos Roofing	518[2]	3,163	27,529[2]	30,993
Other Manufactures	72,658	10,697	126,407	6,162

[1] Lin. Ft. [2] Sqs.

Imports and Exports by England.

Imports of Raw Material.

	March 1932 Tons (2240 lbs.)	Value	March 1933 Tons (2240 lbs.)	Value
From Africa (Rhodesia)	575	£10,562	545	£10,884
From Canada	26	763	243	2,713
From Africa (U. of S.)	369	7,251	402	6,544
From Austria	25	160	.....	.....
From Cyprus	63	1,121	288	4,801
From France	....	.....	.....	78
From Italy	....	.....	23	1,668
From U. S. of America	9	290	38*	327
	1,067	£20,147	1,539	£27,015
Re-Shipments	67	£1,477	76	£1,597

Exports of Manufactured Asbestos Goods:

	March 1932 Cwts.	Value	March 1933 Cwts.	Value
To Netherlands	460	£ 2,360	626	£ 2,488
To France	400	2,292	357	2,843
To United States of America	20	363	95	543
To British India	11,420	10,837	8,495	10,263
To Australia	280	3,832	527	4,882
To Other Countries	16,000	39,237	13,785	48,715
	28,580	£58,921	23,885	£69,734

* Waste.

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Exports of Raw Asbestos from Canada.

	March 1932		March 1933	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	112	$ 5,350	170	$ 7,824
United States	2,040	103,227	2,346	100,080
Australia	50	3,000	100	5,000
Belgium	51	1,925	120	3,950
France	5	455	198	10,581
Germany	40	3,400	150	8,965
Japan	250	11,775	456	24,455
Spain	.....	.....	101	4,514
	2,548	$129,132	3,641	$165,369
Sand and Waste—				
United Kingdom	60	1,500	100	2,000
United States	5,013	67,863	2,682	38,103
Belgium	91	1,546	30	375
France	....	.....	34	358
Germany	30	540	30	540
Japan	5	125	42	770
	5,199	$71,574	2,918	$42,146
	7,747	$200,706	6,559	$207,515

ASBESTOS STOCK QUOTATIONS

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

	Par.	Div.	April 1933 High	Low	Last
Asbestos Corpn. (New)			No Market		
Asb. Corpn. (Com.)	np	–	10c to 20c		
Asb. Corpn. (Pfd.)	100	–	1. to 3.		
Carey (Com.)	100	5	15. to 25.		
Carey (Pfd.)	100	7	30. to 40.		
Certainteed (Com.)	np	–	2.	⅞	2
Garlock Packing (Pfd.)	np	–	72½	72½	72½
Garlock Pkg. (6s Deb. 1939)	100	6	No Sales		
Johns-Manville (Com.)	np	–	25¾	15½	24⅞
Johns-Manville (Pfd.)	100	7	61	40	61
Raybestos-Manhattan Inc. (Com.)	np	1	11	6	11
Ruberoid (Com.)	np	4	18½ to 20½		
Thermoid (Com.)	np	–	1¾	1	1⅜
Thermoid (Pfd.)	100	7	No Sales		
Thermoid (Bonds)	100	6	32	26½	30

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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the following names: Sumner Simpson, President, Raybestos-Manhattan, Inc., Bridgeport, Conn., whose birthday occurs on May 17th; W. C. Fisher, Treasurer, Russell Mfg. Company, Middletown, Conn., May 23rd; M. S. Sprague, Second Vice President, Plant Rubber & Asbestos Works, San Francisco, Calif., May 29th; F. H. Shipe, of the Asbestos Covering & Roofing Company, Washington, D. C., May 31st; Augustus S. Bladgden, President, Keasbey & Mattison Co., Ambler, Pa., June 2nd; Chester H. Braselton, President, Worldbestos Corp., Paterson, N. J., June 14th; W. R. Seigle, Chairman, Johns-Manville Corporation, New York City, N. Y., June 14th.

Keasbey & Mattison Company. On May 8th, the Keasbey & Mattison Company's New York District Office moved to 30 Rockefeller Plaza. The new offices are modern in every respect. Readers are invited to inspect these new quarters.

On April 24th, Keasbey & Mattison Company's District Office in Pittsburg, moved to 1159 Hodgkiss St., North Side, Pittsburg, Pa.

The Smith-Faris Company, Approved Contractors for the Keasbey & Mattison Company, occupy the same office building in Pittsburg, and with this combination immediate service can be given to buyers of Asbestos materials in the Pittsburg District.

C. J. Beckwith, former Staff Manager for the Johns-Manville Corporation, recently associated with the Keasbey & Mattison Company. "Carl" as he is better known, is at present located in the New York District Office of the Keasbey & Mattison Company, he having been assigned to special duties.

Keasbey & Mattison Company has recently appointed Mundet Cork Company, 432 N. Peters Street, New Orleans, La., as Approved Contractors for the State of Louisiana. A complete stock of Heat Insulating Materials is carried in the Mundet Cork Company's Warehouse and they are in a position to service inquiries for all types of insulation work.

Asbestos Brake Lining Association, Inc., with headquarters in New York and composed of manufacturers of automotive brake linings and clutch facings, has appointed Sutton & Schipper, Inc., New York and Detroit industrial news counsel, to handle its publicity activities, according to W. J. Parker, Commissioner of the Association. The organization is inaugurating an intensive national automobile safety campaign.

The 1933 edition of the Automotive Data Book of Asbestos Brake Linings and Clutch Facings, published by the Asbestos Brake Lining Association, copyrighted in the United States and Canada, and containing a wealth of new data never before dis-

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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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tributed by the Association, has been printed and is ready to be sent by the member companies of the association to all service stations, jobbers and other users and sellers of brake linings and clutch facings. The book carries complete data covering brake lining and clutch facing requirements of all passenger cars, trucks, busses, taxicabs, trailers and motorcycles manufactured in the United States at the present time and for the past eight years.

The Asbestos & Magnesia Materials Co., formerly at 1148 W. Madison St., Chicago, Ill., on April 10th moved to larger quarters at 119-127 N. Peoria Street, Chicago. The personnel remains the same, F. P. Kuchenbecker being President, and E. C. O'Conner Secretary. The firm acts as approved contractors and distributors for Johns-Manville Sales Corporation and have a complete stock of 85% Magnesia pipe and boiler coverings, preshrunk Asbestocel pipe covering, Asbestocel sheets and blocks, Rock Cork cold storage insulation, refractory cements, Sil-O-Cel Insulation, packing, Transite, flat and corrugated.

Mr. Kuchenbecker, President, who has been in ill health for the past six months, expected to be back on the job again on May 1st.

Keasbey & Mattison Construction Company of New York, Inc., announce the removal of their offices on April 6th to 213 East 38th Street, New York City. Their telephone number is AShland 4-6238-9.

Hoosier Friction Products Corporation on April 1st purchased the assets of the Central Asbestos Manufacturing Company of North Manchester, Ind., and now own and operate the factory at that place, the officers being Duane B. DeLancey. President; Neal Mikesell, Vice President, and C. B. DeLancey, Secretary-Treasurer.

The Russell Manufacturing Company of Middletown, Conn., as a result of reports from the New York City Police Department of a serious increase in the number of automobile accidents in the metropolitan district, held a brake school at its local headquarters, 37 West 65th Street, during the week of April 24th, which was attended by more than 200 fleet operators and garage men. A. C. Teetsel, Russell's testing engineer from the company's Middletown factory, spoke on "The Mechanical Construction and Operation of all Types of Brakes." His talk was augmented by demonstrations on working models of different kinds of brakes and the showing of the new Rusco motion picture depicting brake operation and brake lining manufacture. After the meeting, Mr. Teetsel answered a deluge of questions from the audience.

The Superior Court, thru Judge Rufus Booth, upon application of T. M. Russell and D. R. Weedon, receivers of the Russell Manufacturing Company, one hundred year old manufacturers of automobile brake linings, narrow webbings and other products, early in April authorized the payment to creditors of 12½%, which makes a total of 20 per cent paid to creditors since the

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beginning of the receivership last June. This leaves only $480,000 outstanding indebtedness. The receivers report a definite improvement in business in all departments of the company with an uplift in sales from every part of the United States and Canada. They feel further payments will be forthcoming at an early date.

Further indications of an uplift in the automobile industry and the car servicing business are contained in the announcement on April 18th by the Russell Manufacturing Company, of the completion of the largest shipment of brake linings ever delivered to the City of Milwaukee. The order for seven tons of Rusco brake linings was received by Brake Shop, Inc., 16th and Juneau Avenue, Rusco distributors, to replenish stocks depleted by a suddenly increased demand during the past three weeks from local motorists and service stations.

The Asbestos Insulating & Roofing Co., Inc., has recently been organized by Julius G. Warren, of Fort Wayne, Ind., and has opened a wholesale outlet at 111 E. Columbia St., in the Eckhart Building. Mr. Warren was formerly manager of the General Asbestos & Supply Company, also located in Fort Wayne, Ind.

The Garlock Packing Company in their report for the year ended December 31st, 1932, shows a net profit of $75,221 after interest, amortization, federal taxes, etc., equivalent to 37 cents a share on 200,000 no-par shares of capital stock. This compares with $231,140 or $1.15 a share in 1931.

Roland Starkey, Manager of the asbestos mines owned by the Turner interests, has recently been elected a member of the Bulawayo Technical School Adivsory Committee.

The American Synthetic Asbestos Corporation, with headquarters at 233 W. 26th Street, New York City, has been formed, according to the New York Daily News Record, for the development of synthetic asbestos fibre. Morris Grossman is the inventor of the material. We are endeavoring to obtain further information concerning the contemplated operations of the company.

India Rubber Journal. Recent articles on asbestos subjects appearing in the India Rubber Journal during April are Asbestos Knitted Leggings in the April 8th issue, Wire Coverings and Braidings in the April 15th issue, and Asbestos for Gaskets and Processes for Rubber and Asbestos in the April 22nd issue.

PATENTS

Heat Insulating Covering. No. 1,902,794. Granted on March 21st, to G. V. Wilson, Chicago, Ill., assignor to Norristown Magnesia & Asbestos Co. Filed May 18, 1932. Serial No. 611,987.

Described as, in a laminated heat insulating covering for a cylindrical body the combination with a plurality of double webs each including a plain web and a corrugated web cemented together at the crests of the corrugations, said laminations being of the relatively different circumferential extent of respective concentric circles in radially spaced relation and for coaxial re-

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lation with the body to be covered; of means of reinforcing the ends of said laminations and holding said ends of said laminations and holding said ends even including cement between said laminations.

Waterproof Heat Insulating Tape. No. 1,903,106. Granted on March 28th to William R. Gillies, Chicago, Ill., Assignor to Union Asbestos & Rubber Co., Chicago. Filed Aug. 7, 1931. Serial No. 555,738.

Described as in a heat insulated pipe, the combination of a member to be insulated with a spirally wrapped tape of asbestos insulating tape and a layer of waterproofing material protected from said member by said insulating tape and carried by said tape, said waterproofing material extending across one side of the tape and over the edges sufficiently to engage the waterproofing material on adjacent turns of tape with the edges of said waterproofing material in contacting relation to form a substantially continuous waterproof layer with a dead air space between said member and said waterproof layer.

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).

Bloc-Tex. Serial No. 334,478. Union Asbestos & Rubber Co., Chicago, Ill. For brake lining of the flexible molded type having a fabric base. Passed on March 28th.

Allstate and outline map of the United States. Serial No. 334,849. Sears, Roebuck and Co., Chicago,Ill. For asphalt roofing, asbestos building material, and wallboard.

AUTOMOBILE PRODUCTION

Automobile production in the United States and Canada during March 1933 totalled 125,224 vehicles, while total for March 1932 was 127,277.

BUILDING

Considering the widespread slowing down in business occasioned by the banking holiday the March results in the construction field must be considered encouraging. Normally March shows seasonal expansion in new construction awards; in spite of the banking holiday some seasonal expansion over February occurred. The March contract total of $59,958,500 covering all classes of construction compared with $52,712,300 for February and $112,234,500 for March, 1932, according to F. W. Dodge Corporation.

Of larger present significance, however, is the fact that residential awards during March expanded about 36 per cent as contrasted with February; the March total for this class of work was $16,021,000 as against $11,805,300 for February and $33,208,600 for March of last year. Of the March, 1933 residential total practically 80 per cent represented awards for 1 and 2 family houses; this is of significance in that it is in the small house field where conditions of improvement usually occur first.

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THIS AND THAT

Capamianto (the Italian Office of Cape Asbestos Company, Ltd.) at Turin, Italy, recently received the following inquiry:

"The wife of a member of our staff is a cook in a restaurant and requires an asbestos apron which the doctor has ordered her to wear to prevent intestinal disturbances caused by standing in front of the ovens for long periods. Please tell us if you can supply this and at what price. An urgent reply is requested."

Asbestos Beldenlac, a new bus and truck ignition cable, is announced by the Belden Manufacturing Company of Chicago. It incorporates a braid of purified asbestos, two separate coverings of black high tension lacquer, and a newly developed heat resistant rubber insulating core. This cable has been engineered especially for service on hot trucks and busses where regular cable cannot be expected to stand up.

The American Society of Heating & Ventilating Engineers will hold its Semi-Annual Meeting at the Hotel Statler, Detroit, from June 22nd to 24th inclusive.

Reports on various subjects will be given during the technical sessions, one report of interest to the Asbestos Industry being "Heat Dissipation from Insulated Hot Water Pipes."

"An asbestos lined receiver for ashes placed in the pocket is a new convenience for smokers who are in the habit of placing ashes in the pocket," says the Scranton (Pa.) Times.

The verse on the back cover page of this issue was sent us by Roy M. Scott of the Asbestos Quantity Bureau, San Francisco. Mr. Scott's copy was typed in the form of the old black hen, but space did not permit us to print in that form. However, the moral is there just the same.

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RU-BER-OID

YOU can now obtain from *The Ruberoid Co.* a complete line of Asbestos and Asphalt Building Products as listed below.

ASBESTOS SHINGLES
- Tapered American Method
- Hexagonal Method
- Dutch Lap Method

ASBESTOS ROOFINGS
- Smooth Surfaced

ASBESTOS PAPERS
- Commercial Paper
- Heavy Asbestos Paper (Roll Board)

ASBESTOS PIPE COVERINGS AND BOILER INSULATION
- Sectional Pipe Coverings
  - Aristo Brand
  - Imperial Brand
  - Celasbestos Brand
  - Watcocel Brand
  - Anti-sweat Brand
- Lagging Blocks
  - Aristo Laminated
  - Imperial Brand
  - Celasbestos Brand
  - Watcocel Brand

ASBESTOS MILL BOARD

ASBESTOS CORRUGATED SHEETS

ASBESTOS FLAT SHEETS

ASPHALT SHINGLES
- Units
- Strips

BUILT-UP ROOFING MATERIALS
- Asbestos Felts
- Asphalt Felts
- Tarred Felts
- Roofing Asphalt
- Bond Roofing Asphalt
- Coal Tar Pitch
- Concrete Primer

ASPHALT ROLL ROOFINGS
- Smooth-surfaced
- Mineral-surfaced

INSULATING AND SHEATHING PAPERS
- Kraft Building Papers
- Asphalt Coated
- Tarred Slaters Felts
- Red Sheathing
- Deadening Felts

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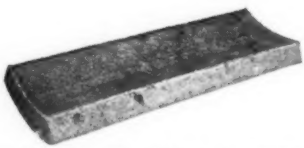
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Said the little red rooster "Gosh all hemlock! things are tough,
Seems that worms are getting scarcer and I cannot find enough.
What's become of all those fat ones is a mystery to me.
There were thousands thru the rainy spell, but now where can they be?"

The old black hen who heard him, didn't grumble or complain.
She had gone thru lots of dry spells;—she had lived thru floods of rain.
So she flew up on the grindstone, and she gave her claws a whet,
As she said, "I've never seen the time when there were no worms to get."

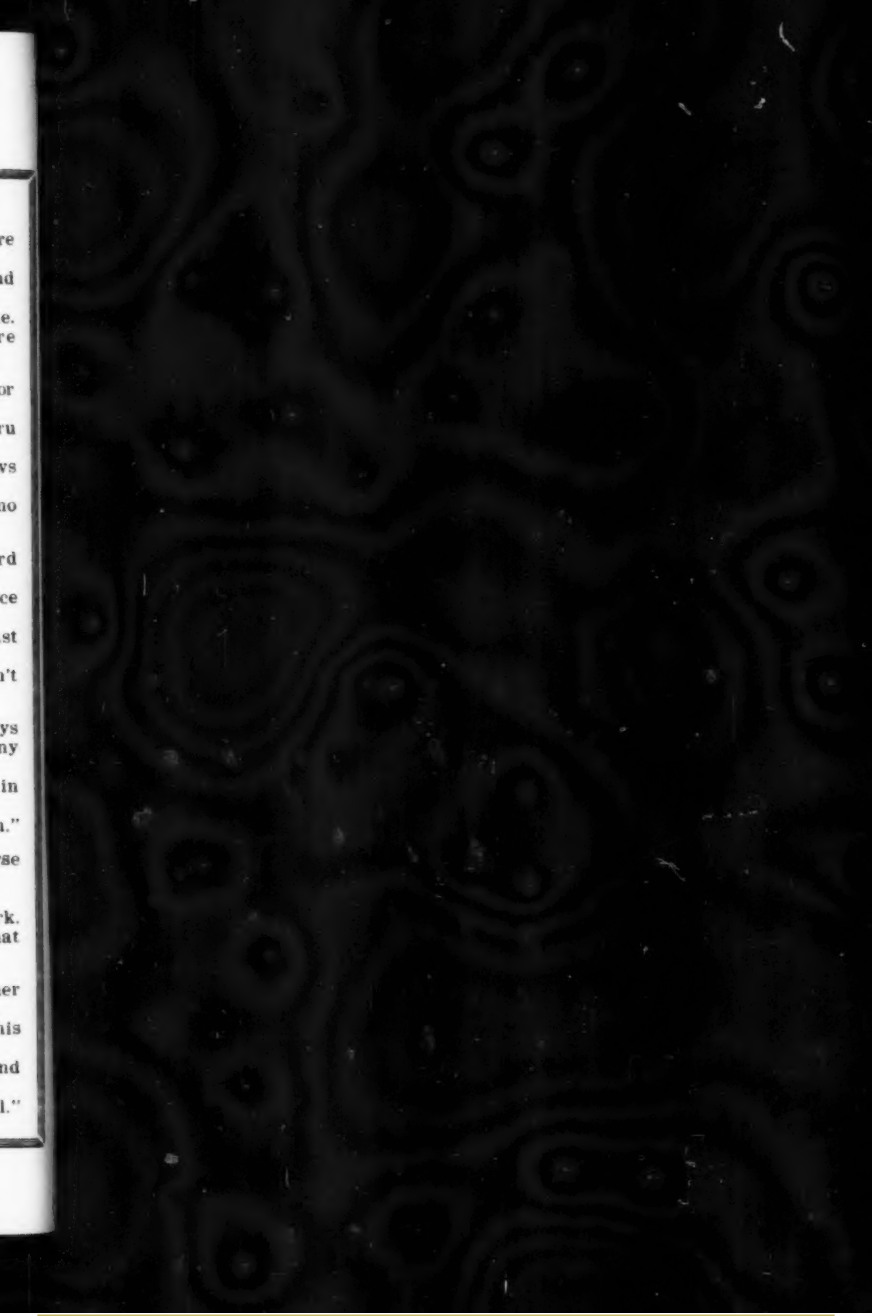
She picked a new and undug spot; the earth was hard and firm,
The little rooster jeered, "New ground? That's no place for a worm."
The old black hen just spread her feet; she dug both fast and free.
"I must go to the worms" she said; "the worms won't come to me."

The rooster vainly spent his day, thru habit, by the ways
Where fat worms had passed in squads back in the rainy days.
When nightfall found him supperless, he growled in accents rough,
"I'm hungry as a fowl can be. Conditions sure are tough."

He turned then to the old black hen and said, "It's worse with you,
For you're not only hungry, but you must be tired, too.
I rested while I watched for worms; so I feel fairly perk.
But how are you? Without worms, too, and after all that work?"

The old black hen hopped to her perch, and dropped her eyes in sleep,
And murmured in a drowsy tone, "Young man, hear this and weep:
I'm full of worms and happy, for I've dined both long and well,
The worms were there, as always —but I had to dig like hell."

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