ASBESTOS

A MONTHLY MARKET JOURNAL

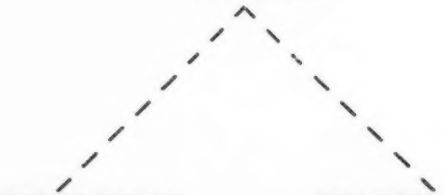


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..ASBESTOS..

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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C. J. STOVER, OWNER

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Greetings to the Industry from Some of the Industry's Executives

We are just closing a year that has been filled with new and unusual experiences for all of us: the early months were extremely gloomy and disappointing, but the latter part of the year has shown a decided improvement. There are definite signs of better conditions thruout the world, and I am confident that the year 1934 will bring an increased volume of business to the Asbestos Industry.

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

Everyone will agree, we think, that the year 1934 opens, for the Asbestos Industry, with better auspices than its predecessor. The trades upon which the Asbestos Industry depends, such as railways, shipping, electrical, building, motoring and general engineering, are all showing signs in this country of a long awaited revival, which, altho possibly small in some cases, has definitely arrived. We believe, therefore, that a tempered optimism is justifiable, and thru the medium of your valued journal, which in a very real sense focusses the unity of interest "in everything asbestos," we, in all sincerity, wish our colleagues everywhere in the industry, A Prosperous New Year.

The Cape Asbestos Co., Limited,
W. A. Godfrey, Secretary.

The Asbestos Industry was greatly benefited the past year by the hearty support given all interested in it. Great progress was made in improving the products and in their distribution, and the making of new products thereby increasing the use of Asbestos, all of which is interesting to the Industry as a whole. Our wish is that this may continue during the coming year.

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

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The Brake Lining Industry has suffered in common with all industries connected with the automotive field during the last few years. While material supplied to new car manufacturers has naturally decreased in volume in proportion to the decrease in new car production, the merchandise sold thru replacement channels tho off considerably from the 1929 levels, has reached fairly respectable volume. The improvement during the last six months of 1933 has been very pronounced.

It has been the history of the Automotive Industry that when car sales pick up the suppliers of parts and equipment for both new and old vehicles feel a pronounced increase in business. It is our belief that 1934 will be a much better year in the Automotive Industry and that as a result the Brake Lining Industry will show a decided improvement.

Bradley Dewey, President,
Multibestos Company.

In extending to you our best wishes for a pleasant and prosperous New Year, we do so with the conviction that 1934 will be a better year for our industry.

Canadian Producers have taken advantage of the quiet years to prepare their plants for capacity production at minimum costs. Careful research has brought development and improvement in mining and milling practice which have had the result of bettering the character of Canadian Asbestos fibre of all types to a marked degree.

The experience gained during the past few years of depression has been capitalized and the industry, I am confident, is now in position to reap all the benefits of the economies and improvements which have been effected.

J. G. Ross, Manager,
Asbestos Corporation Limited.

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As a user of asbestos for making gaskets, principally for the automotive business, I can say that there has been an improvement in demand during the last year and feel that we can look forward to a continuation of improvement during the coming year.

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

Our comments inevitably express our hopes and since so many divisions of the Asbestos Industry depend on the Building Industry for their sustenance and now that there are some visible signs that the Building Holiday is very nearly over, we greet the New Year hoping that "ASBESTOS" will continue to report progress in our field and bigger and better construction figures for 1934.

George Kanzler, President,
Smith & Kanzler, Inc.

The Asbestos Industry has much to be thankful for as the year 1933 ends. The year as a whole has been one of slow, but sure, improvement. The Industry has been able to employ more of its people and to sell more of its product at fair prices with some hope of profit.

For the first time in the hundred years of its existence, the Asbestos Industry has been organized and under the NRA has intelligently struggled toward a solution of some of its problems. Given patience, enlightened self-interest, and courage, the year 1934 should bring some measure of prosperity to the industry as a whole, more work and better pay for the employees with some return of the investment of the stockholders.

May I wish every member of the Industry a Happy New Year.

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

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Lorne Bain Purchases Montreal Company

Lorne Bain, Vice President and General Manager of the Canadian Asbestos Company of Montreal, has severed his connection with that Company and has purchased the Atlas Asbestos Company, Limited,—stock, goodwill, trade marks, etc.,—from the estate of the late Gavin Milroy. Mr. Bain will reorganize and head the Company as soon as papers can be prepared.

Mr. Bain has been interested in the Asbestos Industry, and connected with the Canadian Asbestos Company for the past twenty-four years, starting with that company in 1910 as office boy, after finishing public school, and working up from that position to vice president and general sales manager, having done about everything in the organization from billing clerk to selling and buying. For three years Mr. Bain was with the Royal Canadian Horse Artillery during the Great War, but immediately upon his discharge from service he started back with the Canadian Asbestos Company without a day's delay.

Mr. Bain extends to all his friends in the Asbestos Industry a cordial invitation to call at his new offices, 142 St. Peter Street, Montreal, at any time they find themselves in that city. We know his friends in the Industry will join us in wishing Mr. Bain the best of success in his new business.

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Code Authority of the Asbestos Industry

After the signing of the Code of Fair Competition for the Asbestos Industry, it was necessary to set up a working organization, designated by the NRA as Code Authority and Sub-Code Authorities.

Each Division,—Paper, Cement Products, Magnesia Products, Textile and Brake Lining—elected three of its members to serve as Sub-Code Authority for that Division. At the same time they each elected one member to serve as a member of the Code Authority. The five members of the Code Authority then elected a sixth member. Each Division also elected a Secretary.

The Members and Secretaries of the Sub-Code Authorities are as follows:

Asbestos Paper Division—L. R. Hoff, W. L. Steffens, A. K. Burgstresser, Donald Tulloch, Jr., Secretary.

Asbestos Cement Division—R. B. Crabbs, L. R. Hoff, Herbert Abraham, Donald Tulloch, Jr., Secretary.

Magnesia Products Division—J. P. DuBois, L. R. Hoff, G. F. Stone, C. J. Stover, Secretary.

Asbestos Textile Division—Geo. R. Weber, L. R. Hoff, C. H. Carlough, C. J. Stover, Secretary.

Brake Lining Division—Bradley Dewey, W. C. Dodge, M. F. Judd, W. Joseph Littlefield, Secretary.

The Members of the Code Authority, from the five Divisions are:

Paper—Guy George Gabrielson.
Asbestos Cement—A. S. Blagden.
Magnesia—G. D. Crabbs.
Textile—Geo. R. Weber.
Brake Lining—Bradley Dewey.

and these five members elected Mr. Lewis H. Brown as the sixth member.

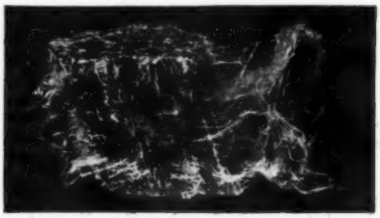
The Code Authority also elected Mr. Brown as its Chairman, Bradley Dewey Vice Chairman, D. R. Weedon, Treasurer and Bryce Haynes, Secretary. Its address is

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In the business FROM MINE TO MARKET

THE same mines which yield the uniform, strong and long-fibered chrysotile for K & M customers are the source of all asbestos used in K & M products. This company not only is supply headquarters for many large industrial concerns, but is itself manufacturer of a long and noted list of asbestos textiles, building products and insulating materials.

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1873 - SIXTY YEARS OF SERVICE - 1933

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22 E. 40th Street, New York City—the address of the Asbestos Institute.

Colonel George S. Brady, Deputy Administrator, was appointed government representative on the Asbestos Code Authority by General Hugh S. Johnson, Administrator.

If anyone in the Asbestos Industry desires further information as to the working of the Code, or other matters in connection therewith, Mr. Bryce Haynes, Secretary of the Asbestos Code Authority, or the several Sub-Code Authority Secretaries, will be glad to serve to the best of their ability.

The Automobile Industry for 1933

Statistics Supplied by the National Automobile Chamber of Commerce

Cars and trucks produced in the United States and Canada in 1933 totalled 2,048,000, an increase of 43% over 1932. Of this production 91% were closed cars. The wholesale value of cars was $795,200,000; of trucks $175,000,000.

43,000,000 tires were shipped last year and $2,227,000,000 worth of gasoline was consumed.

32,820,000 motor vehicles were registered thruout the world in 1933, of which 72% or 23,720,000 were registered in the United States.

Motor vehicle user taxes totalled $1,170,000,000, or 11% of all taxes—federal, state and local. Gasoline taxes amounted to $716,000,000.

These are just a few of the figures given by the National Automobile Chamber of Commerce. Anyone desiring to see other figures, as to percentage of various materials used by the automotive industry, statistics as to motor trucks, etc., etc., can borrow our copy and make such notes therefrom as desired.

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Little Lessons in Selling

FIND YOUR GREATEST FAULT THEN CURE IT

By John T. Bartlett

It may be over-talkativeness; or slovenly dress; or incomplete knowledge of your goods; or poor manners. It may be a disposition to "quit" when the going gets hard.

You are sure to have it, tho—your greatest fault. What is it? Face the issue. If you are not good at self-appraisal, talk it over with your employer, or a competent friend.

Learn what your handicap is; and then determinedly set out to overcome it.

Of course, the trouble may not be one single large fault, but a family of small ones. One good salesman confided to us that his fault, and it kept him from many sales until he understood it and acted accordingly, was to "shut off" the customer who started to talk about extraneous things, or about some inconsequential detail of the sale. He didn't give the prospect enough time to talk, and many resented his rather arbitrary attitude.

Knowing his fault, however, he was able to reduce its bad effects almost at once and essentially to free himself almost entirely of it.

Poor English held back another man, who was practically illiterate, until he employed a school teacher to drill him.

We know another salesman who took lessons in speech, and improved his salesmanship 200%.

It's bad medicine for a salesman to dwell too much on his weaknesses. It is human to be discouraged by them; to regard them as insuperable. Far better to forget a weakness than brood over it and lose morale. We talk here of a different attitude, of course—the winning attitude, which, unafraid of a fault, valiantly sets forth to battle it.

AUTOMOBILE PRODUCTION

Automobile Production for November 1933 totalled 66,195 compared with 61,761 for November 1932, these figures including production of both the United States and Canada.

Production during November 1931 was 70,114.

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MARKET CONDITIONS

General Business.

Is business better? The answer seems to be, decidedly, "Yes." The National City Bank letter for January says: "Reports from trade and industry during the closing month of 1933 have been the best since early summer." Steel, construction and automobiles, three of the most important industries have shown increase instead of the usual curtailment at the end of the year. To quote again from the letter "In steel the weekly rate of operations rose from the November average of 27.3 per cent of capacity to 34.2 just before the holidays. This is the first gain made during December in many years. Awards of building contracts in all classifications have been greater than in November, the daily average increase in the first half of the month having been 40 per cent. November sales of automobiles were more than double a year ago, dealers' stocks are very low." There is much more, most of it very favorable.

Asbestos. Raw Material.

Quoting from a correspondent "The Year 1934 will find all prices on Raw Asbestos firm. There will be no price cutting by producers as they now realize from the past three years experience, that cutting prices brought them no additional business. Grades of fibre are now standardized altho there are still far too many grades of shorts in the Canadian price list.

"Purchasers of Asbestos can now buy their requirements with the assurance that there will be no decline in price and can consequently figure their costs for months ahead.

"There isn't the slightest indication of any reduction in prices of either Rhodesian or Russian Asbestos, in fact both Rhodesian and Russian Asbestos for future delivery will be higher in price than for years past, due to Pound Sterling being so high. Stability in the Raw Asbestos field is now a reality."

Asbestos Manufactured Products.

Textiles. There is little change in this market but the

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RAYBESTOS-MANHATTAN, Inc.
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effect of better brake lining business should soon be felt, to some extent at least.

Brake Lining. Reports in this market are very favorable. December showed very little volume, and, because of the unsettled price condition, January will also likely be a poor month. It is hoped to get the price schedule set in January, however, and it is reported that the outlook thereafter is very good.

Paper and Millboard. Volume fair in December—prices remain about the same.

Insulation. High Pressure. Volume in December held up reasonably well. Usually, buyers keep their money rather than buy goods at the end of the year. The prospect of inflation has caused much contemplated work to be pushed along, the buyer preferring goods to money. It's anybody's guess but here's hoping volume is better for 1934.

Insulation. Low Pressure. The volume in December, considering all factors was fair with prices steady.

Asbestos Cement Products. Sales of asbestos shingles during December have been quite limited but no less in volume than is to be expected at this season of the year. 1933 as a whole showed a satisfactory situation as far as price level was concerned altho the volume of asbestos shingles sold for roofing was rather disappointing. Quite a large percentage of the asbestos shingles used were for U. S. Government and large industrial work and undoubtedly the lack of residential building accounted almost entirely for the decline in general volume.

On the other hand, sales of asbestos shingles for siding made great progress due to the introduction of many special types of shingles for this particular use. The latter part of the year seemed to indicate an increased demand for the corrugated and flat sheets and prospects for these industrial products look much brighter for the coming year.

The above are comments made by men in close touch with the various markets. Comments on market conditions in any asbestos material are always welcome.

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King's Mine, Showing New Incline from Underground Development

ASBESTOS CORPORATION LIMITED

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QUEBEC CANADA

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Turner & Newall Acquire Interest in Keasbey & Mattison Company

Merger of the Ambler Asbestos Shingle & Sheathing Company with the Keasbey & Mattison Company, both of Ambler, Pa., and the acquisition of a controlling interest in the latter company by Turner & Newall, Ltd., of Great Britain, has been announced by A. S. Blagden, president of the American companies.

The Keasbey & Mattison Company was established in 1873, and for more than sixty years has been one of this country's principal manufacturers of magnesia and asbestos products of all kinds, having extensive factories at Ambler, and owning and operating the Bell Asbestos Mines at Thetford Mines, Quebec, Canada. The Ambler Asbestos Shingle & Sheathing Company was incorporated in 1905, and has factories both at Ambler, Pa., and St. Louis, Mo., devoted to the manufacture of a wide line of asbestos-cement products. While not a subsidiary of Keasbey & Mattison Company, it has always been closely associated with the elder company. Turner & Newall, Ltd., and its subsidiaries are one of the largest factors in the asbestos and magnesia business in the world.

The enlarged business will retain the name of Keasbey & Mattison Company, American capital will continue to be largely represented and the company will remain under American management, according to Mr. Blagden, who will continue as president.

The affiliation of the American and British companies, Mr. Blagden said, will result in an exchange of methods and manufacturing processes and is expected to contribute materially to the progress of the business on both sides of the Atlantic.

The annual meeting of the American Society for Testing Materials will be held at the Chalfonte-Haddon Hall, Atlantic City, June 25 to 29 inclusive.

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CONTRACTORS AND DISTRIBUTORS PAGE

Independent vs. Approved and Branch Contracting

We are challenged!

An Independent contractor of asbestos-magnesia coverings asks us if we have the courage to open our pages to a discussion of the relative merit of *independent*, *approved* and *branch office* contracting.

This, indeed, is a subject of great interest to our readers here in the United States and abroad, and, subject to our fixed rule of unbiased, unprejudiced debate, our pages welcome a discussion of this sort.

This Independent Contractor claims that:

First, the manufacturer has no right to do contract work:

Second, all application work should be left to individuals or firms who confine their activities to application work only;

Third, the Independent deserves and should enjoy the same price as that extended to the Approved Contractor or the Branch Office.

He implies undue restraint on his business and suggests discrimination.

Upon receipt of this complaint we submitted it to a man well informed in this business but not a contractor nor otherwise financially interested in the industry. His comments are as follows:

"This *is* an interesting and timely question. I will try to answer it to the best of my ability.

"First, the claim is made that the manufacturer has no right to do contract work. The history of the industry covers a period of not more than forty years and men now living can well remember that in the early days, the manufacturer *had* to apply the insulation because no other trade knew how to do it and would not bother to learn. In order to get business at all, the manufacturer made the goods, sold the *idea* of insulation to the plant engineer and owner and then, in ninety-nine cases out of a hundred, was required by the plant owner to apply the material.

"Slowly but surely, the *idea* of insulation was accepted and, as always, more and more people were attracted to the manufacture and application of insulating materials.

"Up until about four years ago all of the large manufacturers were actively engaged in contract work and, in addition to their own shops, many Independent contracting firms and individuals had sprung up over the country. In addition to these, manufacturer branch contracting units and Independents, there had been

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developed a so-called 'approved' contractor, operating usually in a territory not sufficiently industrialized to justify a branch office. These approved units represented one manufacturer exclusively in a given territory, were usually amply financed and in most instances were men formerly employed by the manufacturer in some one or another of the manufacturer's branch contracting units.

"In contrast to the 'approved' type of contractor, who, in theory always and in fact generally, represented exclusively one manufacturer and was given every assistance by that manufacturer in servicing and closing contracts, the Independent always was and still is Independent. 'Independent' in the sense of taking work wherever and whenever he cares to and buying his materials where he pleases; even to the extent of breaking down specifications if, in doing so, he can effect his purchases more cheaply.

"At this point it must be recorded that the manufacturer of insulation not only has invested large sums in factories, inventories and branch houses but he also has invested heavily in research, advertising, high cost engineering-selling and specification procurers. Insulation is not bread or sugar for which there is a universal demand. The demand for insulation must be created and only the manufacturers know how slow and costly has been the process.

"Moreover, there are at least a dozen *types* of heat insulation each one claiming superiority over the others and then there are from six to sixty individual manufacturers of *each type* making a competitive situation about as difficult to live in as one could imagine.

"The manufacturers 'branch' and 'approved' contractors are very definitely controlled and controllable, in the sense that they exclusively sell and apply the goods of one manufacturer; may not operate outside a specified territory without permission; in union territory must use union labor and otherwise represent the manufacturer under risk of losing their franchise.

"Note the reference to union labor. As is well known, if any branch were to attempt the use of non-union labor, every other branch would be in violation of the national labor agreement. Experience has convinced the insulation industry, and industry in general, that the use of union labor in all unionized areas is highly desirable.

"Most, if not all of the manufacturers would prefer not to do contract work. Four or five years ago the largest manufacturer in the United States withdrew entirely from contracting and two years later another large factory did likewise. Several of the largest manufacturers have never done contract work. One important factor has but one 'branch' contract unit. Up until a year or so ago the tendency was very definitely in the direction of no contracting by a manufacturer but the financial

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difficulties of the past three years have compelled an about face and the tendency today is exactly the reverse. Why? Low volume of business, inadequate financial strength of the Approved and Independent, subornation of labor, caused primarily by severity of competition. Note that, generally speaking, the Independent operates on a non-union basis and while it appears there has been some subornation of union labor, inevitably subornation has been more frequent and more severe with non-union labor.

"For the above stated reasons one after another of the Approved units has been taken over by the manufacturer in an effort to protect his market in that area, and the end is not yet.

"It would appear that your Independent correspondent is wrong when he says the manufacturer has no right to do contract work. As a matter of fact the manufacturer is being forced by present economic conditions to get more and more directly into contract work, because in many areas there is no contracting unit with money, brains and experience to do the job. Under these conditions I think we may dismiss point number one in the indictment.

"Your correspondent goes on to say that all application work should be left to individuals or firms who confine their activities to application work only. Many of the remarks under the first point naturally apply to the second. If the manufacturer could find concerns properly qualified by experience, engineering, training, and having adequate capital to handle large sized jobs, it is probable that all manufacturers would quickly comply with this suggestion.

"As a matter of fact there are quite a few areas in the United States which do not and cannot support 'a firm which confines its activities to application work only.' There just isn't enough business, so when a job comes along it is done by men sent a long distance or, occasionally, it is done, often poorly, by local labor of no experience.

"Admittedly it is a simple matter to apply an ordinary job of pipe covering, but in this day of high pressures and sewed canvas, lead and oil finish, most *real* jobs call for *real* mechanics.

"The third point your correspondent raises is that the Independent is entitled to as low a price as the Branch or Approved type of unit.

"In most cases the Independent is sold by the Branch or Approved or Distributor. Overhead selling expense and credit risk are inevitable items of expense and apply to all sales whether to consumers, Independents or what not. Why should these items of cost be dropped from the price charged Independents any more than they should be dropped from the price charged other buyers?

"The Branch or Distributor must figure to make a profit on sales of applied work and if the Independent may buy where he pleases, use non-union labor at low rates, take work wherever

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he finds it regardless of territorial lines, is it not obvious that if the manufacturer direct or his branch or distributor were to sell the Independent at Branch or Distributor price, the Branch or Distributor commits suicide so far as its own contract work is concerned.

"The queer part of it is that it has been done. Time after time thru the years, some Independent has, by aggressive selling, taken on a lot of jobs and, by force of the buying power so created, induced some manufacturer to extend low prices and much credit. Without exception, sooner or later the lid blows off and it is found:

"First, that the creditor loses a lot of money.

"Second, that the Approved, Branch or Distributor which should have taken the work under normal competitive conditions, lost it.

"Third, that the Independent responsible for the whole show, has lost his shirt and that of many confiding friends who have invested with or lent him money or have extended credit.

"Fourth, that bonding companies have completed the work at a loss to stockholders in the bonding company, higher rates to its other clients and a consequent loss to society.

"Fifth, that the Independent had tried to apply 'mass production' methods to the insulation contracting industry, on the theory that large volume would lower costs. It might and does in manufacturing plants, but I have yet to see the theory work in insulation contracting. The elements of cost are material, labor, freight, board, travel expense and insurance. Within very close limits all are fixed and volume does not change the cost appreciably.

"Moreover, the vitals of contracting are supervision, close supervision, of labor. The more jobs, the less supervision, and only the contractor knows how losses pile up when labor is not closely and persistently supervised.

"When any contracting unit takes a job which clearly calls for a certain quality of a certain material, to be applied in a certain way at a certain labor cost, any experienced man can predict to a fraction of one per cent whether the job at the price will yield a profit or a loss.

"In conclusion may I point out that the manufacturer has an inherent valuable 'right' in his particular brand of goods and, in self preservation, he must retain rather full control over contracting units to the end that his goods are properly applied, not substituted by other wares, paid for and so handled that future orders will be forthcoming from the ultimate consumer."

Editor's Note: The foregoing is not an expression of our opinion. It is obtained from sources we believe reliable, and we will welcome a full, frank and unprejudiced discussion in these pages.

We understand that certain manufacturers will extend to Independents a preferred price on insulations, provided such Independent is a member of Asbestos Contractors National Association operating under NRA.

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ASBESTOS CONTRACTORS NATIONAL ASSOCIATION

Since the meeting in Chicago where a permanent organization was effected, the membership of the Asbestos Contractors National Association has been increased by 27, the total membership as we go to press being 115. The Construction Code has been signed by General Johnson and is on the desk of the President for signature. The Asbestos Contractors National Association is one of the original sponsors of the Construction Code and their code will be known as a chapter of the Construction Code. Public hearing on this chapter code will be held on January 29.

BUILDING

Contract volume for the 37 eastern states during November, $162,330,600, according to release of the F. W. Dodge Corporation, was almost 12 per cent larger than the total shown for October and almost 55 per cent ahead of the contract volume registered for November 1932.

During the first half of December contracts for construction projects of every description in the 37 eastern states totalled $122,877,200, more than 50 per cent larger than the total reported for the entire month of December, 1932.

Contemplated construction in November totalled $939,131,100 as contrasted with only $114,349,000 in November 1933. The current contemplated total is larger than that reported in any other month since April, 1930, and holds large promise for early translation into increased totals for contracts.

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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PRODUCTION STATISTICS

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	October 1933 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.	340.60	£4,257	10	..
Nil Desperandum after adjustment for year ending Mar. 1933, underdeclared		7,757	14	9
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	993.43	12,417	16	3
Shabanie adjustment for year ending Mar 31, 1933, underdeclared		83,799	10	1
Victoria District				
Gaths & King's (Rho. & Gen. Asb. Corp. Ltd.)	250.13	3,126	11	3
Gath's & King's underdeclared Sept. 1933	100.00	.....	..	..
Gath's & King's adjustment April 1932 to March 1933		26,872	18	1
Regina A (Afr. Asb. Mng. Co. Ltd.) Adjustment Apr. 1932 to Mar. 1933		51	5	2
	1,684.16	£140,283	6	4
October 1932	*898.41*	*£11,230*	*2*	*6*

Africa (Union of S.)

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

	October 1932 Tons (2000 lbs.)	Value	October 1933 Tons (2000 lbs.)	Value
Transvaal				
Amosite	159.50	£1,595	291.30	£2,941
Chrysotile	622.00	1,281	853.00	11,324
Cape				
Blue	620.93	12,268	226.90	4,328
	1,402.43	£15,144	1,371.20	£15,144

U. S. S. S. R. (Soviet Russia).

(Statistics issued by U. S. S. R. Chamber of Commerce, Moscow).

Year 1928-29	35,400 tons*
1929-30	49,700 tons
1930-31	64,000 tons

*Presumably tons of 2,000 pounds.

(For Canada See Page 26)

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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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Canada.

(Statistics by Quebec Bureau of Mines).

	November 1932 Tons (2000 lbs.)	November 1933 Tons (2000 lbs)
Fibre	11,616	20,463
By-Products (sand, gravel, etc.)	177	62

Estimated production for the Year 1933—148,752 Tons, valued at $4,977,000.

Production in 1932—122,977 Tons, valued at $3,039,721.

Canadian production of Asbestos in 1933 showed a gain in output of 21% in quantity and 64 per cent in value, over 1932.



Imports Into U. S. A.

Unmanufactured Asbestos.	October 1932 Tons (2240 lbs.)	October 1933 Tons (2240 lbs.)
Africa (Br. S.)	22	....
Canada	8,692	13,299
Cyprus, Malta and Gozo	....	125
Italy	90	....
Soviet Russia	....	400
United Kingdom	28	....
Venezuela	....	10
	8,832	13,834
Tabulation of Crudes and Fibres:		
Crude (Africa, Br. S.)	22	....
Crude (Canada)	28	99
Crude (United Kingdom)	4	....
Mill Fibre (Canada)	2,982	5,643
Mill Fibre (Italy)	60	....
Lower Grades (Canada)	5,682	7,557
Lower Grades (Cyprus)	....	125
Lower Grades (Italy)	30	....
Lower Grades (Soviet Russia)	....	400
Lower Grades (U. Kingdom)	24	....
Lower Grades (Venezuela)	....	10
	8,832	13,834

Manufactured Asbestos Goods:	October 1932 Value	October 1933 Value
Austria	$ 133	$ ....
Canada	717	1,246
Germany	508	1,607
Hungary	....	99
United Kingdom	1,300	2,375
	$2,658	$5,327

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Exports from U. S. A.

Exports of unmanufactured asbestos during October 1933 totalled 178 tons, valued at $10,978; compared with 70 tons, valued at $2,287 in October 1932.

Exports of Manufactured Asbestos Goods:

	October 1932		October 1933	
	Pounds	Value	Pounds	Value
Paper, Millboard, and Rlbd.	29,606	$3,274	124,559	$9,100
Pipe Covering and Cement..	252,510	15,311	66,670	2,675
Textiles, Yarn and Packing	59,909	28,656	116,284	50,667
Brake Lining—				
Not Molded[1]	141,280	19,642	134,349	21,109
Molded and Semi-molded..	.....	31,885	.....	57,760
Magnesia and Mfrs. of	106,125	8,364	99,501	7,874
Asbestos Roofing[2]	487	1,588	2,606	14,484
Other Manufactures	61,683	6,790	128,502	9,365

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

Imports and Exports by England.

	November 1932		November 1933	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Africa (Rhodesia)	214	£ 5,089	700	£15,492
From Africa (Union of S.)..	393	8,518	822	18,118
From Austria	.....	.....	10	75
From Canada	613	7,517	1,452	16,858
From Cyprus	63	1,120	220	3,615
From Finland	....	.....	15	106
From France	75	1,000	....	.....
From Germany	....	8	.....	.....
From Italy	10	403	3	31
From Soviet Russia	....	.....	264	4,757
From U. S. of America	19	188	74	1,025
	1,387	£23,843	3,560	£60,077
Re-Shipments	81	1,914	48	1,669

Exports of Asbestos Manufactures.

	Cwts.	Value	Cwts.	Value
To Netherlands	1,020	£ 3,515	506	£ 3,021
To France	540	3,146	955	3,951
To United States of America	40	570	27	345
To British India	3,860	5,852	4,602	7,004
To Australia	420	4,515	913	6,056
To Other Countries	17,480	41,307	16,697	52,384
	23,360	£58,905	23,700	£72,761

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Exports of Raw Asbestos from Canada.

	November 1932 Tons (2000 lbs.)	Value	November 1933 Tons (2000 lbs.)	Value
United Kingdom	145	$ 9,300	1,256	$ 71,965
United States	2,334	96,023	5,317	272,184
Australia	20	1,000	40	2,000
Belgium	295	14,042	1,181	66,682
France	348	14,917	232	13,362
Germany	347	19,920	414	29,870
Italy	14	5,800	1,179	64,548
Japan	512	22,220	485	21,208
Netherlands	20	600	.....	.....
Sweden	....	.....	1	11
Spain	73	3,790	..	....
	4,108	$187,612	10,105	$541,830
Sand and Waste—				
United Kingdom	490	12,098	709	13,728
United States	5,769	76,109	5,804	73,988
Australia	.....	.....	2	45
Belgium	30	540	148	2,436
France	140	2,460	64	1,266
Germany	257	4,794	153	2,835
Japan	5	63	.....	.....
Netherlands	183	3,860	.....	.....
	6,874	$99,924	6,880	$94,298
	10,982	$287,536	16,985	$636,128

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	December 1933 Low	High	Last
Asbestos Corpn. (Com.) New)	np		4½ to 6		
Carey (Com.)	100	–	46	51	46
Carey (Pfd.)	100	6	No Sales		
Certainteed (Com.)	np	–	3	4	3½
Certainteed (Pfd.)	100	7	9¾	24	16½
Garlock Packing (Com.)	.....	–	13	14	13½
Johns-Manville (Com.)	np	–	54¼	63½	60¾
Johns-Manville (Pfd.)	100	7	96	105	100¾
Raybestos-Manhattan (Com.)	np	60c	14¼	17¼	17¼
Ruberoid (Com.)	np	1	25½	25½	25½
Thermoid (Com.)	np	–	5	7⅛	6⅜
Thermoid (Pfd.)	100	7	20	20	20

INSULATION SALES ENGINEER WANTED, one familiar with both heating insulation and cork box insulation contract work. Must be loyal and honest. Golden opportunity for future is offered such a man. State experience, age and salary expected to start. We do not need money but we do need experience, pep and sales ability. Address 1H-C, "ASBESTOS," 16th Floor, Inquirer Bldg., Philadelphia.

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NEWS OF THE INDUSTRY

Birthdays. The following gentlemen are on our birthday list this month: Henry W. Grebe, President, Central Asbestos Magnesia Company, Chicago, Ill., whose birthday date falls on January 21st; G. D. Crabbs, President Philip Carey Company, Lockland, Cincinnati, O., January 22nd; Arthur I. Rank, President, Aetna Insulations, February 5th; H. A. Hirschfeld, President, Standard Asbestos Co., Inc., New York City, February 11th; Willard R. Platt, President & Secretary, Greene-Tweed & Co., New York City, February 11th; Lewis H. Brown, President, Johns-Manville Corporation, New York City, February 13th; R. V. Aycock, President, R. V. Aycock Company, Kansas City, Mo., February 15th. We extend congratulations to all of these gentlemen on the occasion of their birthdays.

Turner & Newall, Ltd., for the year ended September 30, 1933, showed a profit of £405,656 ($2,033,280), this being arrived at after making provision for depreciation, taxation and losses of subsidiary companies. It was £101,000 ($505,000) greater than that of the year 1931-32.

After meeting the preference dividend, which requires £101,098 ($505,490) the directors paid £242,197 ($1,210,985) against £181,647 ($908,235) to the ordinary shareholders in the form of 5%, against 3¾% last year. After making an appreciably larger contribution to the staff pension fund, the board has raised the carry forward from £52,765 ($263,825) to £106,126 ($530,630), which addition is equal to rather more than one per cent on the ordinary capital.

An analysis of the consolidated balance sheet reveals an exceedingly strong position. Total liquid assets amount to £3,500,105 ($17,500,525) of which £854,597 ($4,272,985) is represented by cash and £574,918 ($2,374,590) by short dated investments. Against these liquid assets the sums due to creditors, which include ample provision for taxation, amount to only £690,258 ($3,451,290) and appropriations for the final dividends as stated above.

An extensive plan of development work has been authorized at the mines and large outlays have been approved by the directorial board at the principal factories of the group, the total sum involved exceeding £400,000 ($2,000,000) which will be spread over two years. This expenditure is apart from that incurred in the erection of a new factory in India, an important development project.

The Insulation Company, 650 Main Street, Hartford, Conn., has been organized to carry on the general insulation business, home insulation, pipe covering in all its branches, the designing and erection of cold storage rooms.

William B. Brown, the General Manager, has been in the insulation business over twelve years. Robert B. Smith, in charge

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of the House Insulation division, was formerly connected with the Home Insulation Company of Hartford.

The Company will represent the Tennessee Products Corporation of Nashville, Tenn., in Connecticut and Eastern Massachusetts, as their Approved House Insulation Contractors. Cork Insulation Company products will be used in the cold storage division.

Harry Davis, for many years the Oakland, Calif., representative of the Plant Rubber & Asbestos Works, passed from this life December 17th, 1933.

Plant Rubber & Asbestos Works, Los Angeles, on December 15th moved from 1701 N. Main Street to attractive quarters at 2120 E. 25th Street. The personnel remains the same, under the direction of H. M. Holway, Manager.

Russell Manufacturing Company announces the appointment of L. S. Sullivan, formerly Rusco representative in the New Rochelle, N. Y., district, to Division Manager of the entire New York Division. Mr. Sullivan will be located in the New York Rusco Office at 37-43 W. 65th Street.

S. J. Black has been appointed to take entire charge of the new Rusco Central States Division, formerly the Detroit Division. Mr. Black has been in charge of the Western Division and assumes the management of both Divisions.

The Stokes Asbestos Company, an affiliation of the Thermoid Company, has changed its name to the Thermoid Textile Company, and has begun the manufacture of carpets. It will, at least for the present, continue to manufacture asbestos textiles.

Johns-Manville Corporation. The Architectural Forum contains in its October number a five page description, with photographs, of Johns-Manville's new offices at 22 E. 40th Street, New York City.

Philip Carey Manufacturing Company. The Board of Directors declared the quarterly dividend of 1½% on the Preferred Stock for the first quarter of 1933, payable December 28, 1933, to shareholders of record at the close of business December 20th, 1933.

Fibre Queen Mine, at Dead Bullock Well, Western Australia, recently produced a ton of asbestos valued at £80, making the production for the past six months approximately 6½ tons. There are said to be many hundreds of tons in sight. A London report of a sample submitted from the mine valued the material at £85 ($425) per ton, London price.

Asbestos Manufacturing Company of Huntingdon, Ind., postponed to January 3rd, action on the common dividend which the company has been paying at the rate of 12½c quarterly.

George N. Clark, President of the Clark Asbestos Company, Cleveland, O., has returned to his office after several weeks illness due to a nervous breakdown and wishes to thank his many friends in the Asbestos Industry for their letters and cards of good wishes for speedy recovery.

Asbestos Board of Trade, Boston, has appointed Irvin M. Davis, Attorney, as their secretary for 1934.

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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 28-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

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The India Rubber Journal has published in recent numbers, the following articles on Asbestos subjects: Asbestos Cement Pressure Pipes in the December 2nd number; Asbestos in Hydrogen and Oxygen Manufacture in the December 9th number; Asbestos in Modern Induction Furnaces, December 16th; Asbestos Lagging for Stil-Heads, December 23rd. Copies of these articles will be lent to anyone interested.

Johns-Manville Corporation. James S. Adams, Vice President and Assistant to the President, Johns-Manville Corporation, has resigned from that position, effective February 1, 1934.

Mr. Adams leaves J-M to join the advertising firm of Benton and Bowles, New York City.

PATENTS

Brake Testing Device. No. 1,927,739. Granted on September 19th to Arthur Getzloff, Harris, Mich. Application April 10, 1931. Serial No. 529,249.

Described as a brake testing device adapted for application to a vehicle wheel, comprising an arm adapted to engage a spoke of the wheel, an element secured to one end of the said arm, and projecting transversely therefrom for engagement with the periphery of the wheel, a lever pivoted at a point in the length of said arm, a resilient connection between the arm and the adjacent end of said lever, a handle carried by the lever for operating the latter against the tension of said resilient connection to cause said arm to turn said wheel and means carried by the lever to indicate the force exerted to rotate the wheel.

Roofing. No. 1,928,285. Granted on September 26th to Albert C. Fischer, Chicago, Ill., assignor to the Philip Carey Manufacturing Company, original application September 17, 1921. Serial No. 501,443. Divided and this application filed February 10, 1930. Serial No. 427,208.

Described as a roof composed of slab shingles each having a symmetrical unitary configuration and the butt of polygonal downwardly convex-like configuration. each having a length equal to at least twice the width and laid irregularly staggered in courses.

Lubricating Device. No. 1,928,448. Granted on September 26th to Edgar Norwood Fox, Palmyra, N. Y. Assignor to Garlock Packing Company, Palmyra, N. Y. Application September 21, 1931.

Description upon request.

Reinforced Asbestos Cement Sheet. No. 1,931,494. Granted on October 24th, to Evelyn Hurden, Harefield, Alfred P. Hurden, Northwood, and Stephen E. Beeson, Rickmansworth, England. Filed November 20th, 1931. Serial No. 576,286 and in Great Britain December 5th, 1930.

Described as a sheet of asbestos cement material reinforced with a plurality of flat ribbons spaced apart and made of extremely flexible material of high tensile strength such as flax tape, which ribbons are very thin and narrow relatively to the width of the sheet and solely located in and restricted to those

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parts of the sheet which are to be subjected to tensile stress when in use.

Insulating Material. No. 1,931,795. Granted on October 24th to Russell H. Heilman, Pittsburg, Pa., assignor to the Philip Carey Manufacturing Company. Filed April 23, 1929. Serial No. 357,609.

Described as the process of manufacturing insulating material consisting in mixing with a mass of particles of monohydrated bauxite, resulting from the processing of natural bauxite to form said monohydrated bauxite, in its initial moist condition, asbestos fibre, and bentonite clay, agitating said mass to thoroly disperse said asbestos fibre and said bentonite clay thruout the same, removing the surplus liquid and drying the mass.

Building Material. No. 1,932,144. Granted on October 24th to Carl J. Pater, Wyoming, Ohio, Assignor to the Philip Carey Manufacturing Company. Filed February 26, 1926. Serial No. 90,919.

Described as a roofing material having a foundation portion, an exposable surface of weather resistant material and a layer formed of cellular heat insulating material on the opposite surface thereof.

Gasket. No. 1,932,538. Granted on October 31st, to Edwin A. Sutcliffe, Oak Park, Ill., assignor to Victor Mfg. & Gasket Co., Chicago, Ill. Filed October 31, 1930. Serial No. 492,455. Description upon request.

Gasket. No. 1,932,539. Granted on October 31st, to Benjamin J. Victor, assignor to Victor Mfg. & Gasket Co., Chicago, Ill. Filed October 29, 1930. Serial No. 491,937. Description upon request.

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).

55 Salem. Serial No. 328,60. Johns-Manville Corporation, New York City. For asbestos shingles and roofing. Passed on September 26th.

Gothic. Serial No. 331,345. The Ruberoid Co., Bound Brook, N. J., and New York, N. Y. For asbestos-cement shingles. Passed on September 26th.

Super-Surety. Serial No. 341,335. Multibestos Co., North Cambridge, Mass. For brake linings, brake blocks and clutch facings. Passed on October 31st.

Surety. Serial No. 341,336. Multibestos Co., North Cambridge, Mass. For brake linings, brake blocks and clutch facings. Passed on October 31st.

Tip Top. Serial No. 341,720. Ambler Asbestos Shingle & Sheathing Co., Ambler, Pa. For asbestos cement shingles. Passed on December 26th.

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THIS AND THAT

The American Society for Testing Materials, has moved its headquarters from the Engineers' Club Building, 1315 Spruce Street, Philadelphia, to the Atlantic Building, 260 S. Broad Street in the same city.

A very powerful hydraulic press is now in course of erection for a well known British asbestos concern which will employ it in a new process of manufacturing asbestos cement sheets. The machine is designed to exert a pressure of 5,400 tons on sheets measuring up to 8 feet by 4 feet. It weighs approximately 90 tons.

The British Import Duties Advisory Committee announces that applications have been made for it to consider the imposition of additional duties on, and also for addition to the free list of asbestos cement products, including asbestos cement roofing slaes, tiles, corrugated sheets, and wall covering sheets. The result of the Committee's inquiry will affect the future course of asbestos products imported by the United Kingdom.

We are informed that special attention has been paid by the Soviet Union to the production of thermic insulation material, for which purpose four mills were constructed whose productive capacity is said to total 20,000 tons. Other types of asbestos insulation material are being produced in the Ural and Middle Volga districts.

An asbestos firm desires to purchase asbestos waste. Anyone interested will be given name and address upon request, accompanied by a stamped, self-addressed envelope.

Some reporter tried to be funny! A news note appearing in various newspapers of December 23rd and dated from Montreal, stated: "Asbestos caught fire here today and was badly burned. Asbestos—Tom Asbestos, to be exact—is an employe of the Acme Dry Cleaning Company. He dropped a match in a vat, etc., etc." Did they expect the man to be made of asbestos!

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A deposit of asbestos is said to have been discovered at the Josephine mine of the Pend Oreilles Mines and Metals Company in Pend Oreille County, Washington, as after dynamiting, the miners came upon a cavern about 10 feet high and from 8 to 10 feet wide, 30 feet long, with curtains of asbesto, suspended from the ceiling these curtains from two to three feet in length. Sounds like a fairy tale and we would be grateful for further information. Was the material really asbestos? of what variety? Could a sample be procured.

To make certain that his death would be unusual news, Conrad E. Biel, the "Glass Eye King," who died recently had imprinted on the back of envelopes the following: "This envelope is redeemable for $10 in cash, ten years after this king has passed away—not well now. Just mail it in to my heirs and if they hesitate in paying, advise me direct and I'll see that you get an asbestos check that will be worth far more than that sum."

There aren't many public projects which do not find some sort of use for an asbestos product of one sort or another. The contract for renovating the Statue of Liberty in New York Harbor includes the installing of asbestos wood ceiling and concrete floors in the tunnels leading to the statue and the inclosure of certain landings and passageways in the statue with sheet metal and asbestos wood. The Statue of Liberty sculptured by Bartholdi was unveiled in October 1886. It cost around a million dollars.

In a description of a "dolomite" mine located near Salinas, California, the following paragraph appears: "Johns-Manville, the asbestos king, at one time expressed interest in the product as fireproofing material for the building trades. Occasionally sheets of pure asbestos of paper thinness are found between the layers of dolomite, according to Fred Johnson, mine superintendent." Perhaps this cannot classify, strictly, as a ridiculous statement, but certainly no one familiar with asbestos wrote the "sheets of pure asbestos of paper thinness."

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