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AUGUST, NINETEEN THIRTY-FOUR



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NORTH CHARLESTON, S. C.

..ASBESTOS..

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

A. S. ROSSITER, EDITOR

PUBLISHED BY SECRETARIAL SERVICE

16th FLOOR INQUIRER BUILDING

PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, OWNER

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An Asbestos Sales Group at Atlantic City

The Manufacturers of Asbestos Shingles recently held a Code Meeting in Atlantic City and were kind enough to send us this photograph.

We know all our readers will be glad to be introduced (thru the photograph) to — reading left to right:

Donald Tulloch, Jr., Manager Asbestos Cement Products Division of the Asbestos Industry; C. F. Ames of Johns-Manville Corporation; S. P. Moffit of Ruberoid Company; R. M. Hodges of the Philip Carey Company; Thomas Lehon of The Lehon Company; W. L. Rowe of Johns-Manville Corporation.

Unfortunately the representative of Keasbey & Mattison Company who attended the meeting was elsewhere at the time the photograph was taken.

Judging by the pleased expressions the Code is working satisfactorily.

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Asbestos Aids the Scientist

By R. G. Skerrett

Asbestos has many services to perform in the advancement of scientific research—services that nothing else can so well fulfill. Research, let it be recalled, is figuring more and more in our manifold activities year by year. How our practices in this particular have changed in a comparatively short while is, indeed, little less than amazing.

Today, there are in existence close to 1,580 industrial laboratories in this country, and these laboratories are engaged in the solution of all sorts of problems that affect the general public either directly or indirectly. Twenty years ago, but very few of these aids to industry were extant here. Such conveniences are no longer looked upon as luxuries by the really alert of our industrialists—they have been the means not only of saving large sums of money but they have also contributed to the making of splendid profits.

It has been authoritatively stated that substantially $20,000,000 has been spent in metallurgical research alone.

What has been done in the realm of metallurgy has also been done in numerous other directions. Fascinating as the story might be, if we could visit a succession of these laboratories and see for ourselves how asbestos is used by the nation's scientists in dealing with their practical problems, still we shall have to content ourselves with a brief outline of what is done in the great laboratories of two of the Nation's executive departments—we have in mind the research activities of the U. S. Department of Agriculture and the National Bureau of Standards of the U. S. Department of Commerce. The work of the older department—that is, the Department of Agriculture, has to do with virtually every phase of cultivating the soil and utilizing its fruitfulness in providing foodstuffs for man and beast and raw materials that can be utilized for a multiplicity of purposes. In the case of foodstuffs, the scientist's problem has to do with the care, conservation, and disposition of those commodities from the time they

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originate on the farm until they are placed at the disposal of the ultimate consumer. The welfare, both physically and economically, of the people as a whole is involved in the work done by the research experts of the department.

Probably no division of the Department of Agriculture is more fundamental in its scientific activities than the Bureau of Chemistry and Soils; and this is understandable because of the scope of its diversified investigations. As to how asbestos aids in its researches, the Bureau of Chemistry and Soils has graciously supplied the following summary:

Small quantities of a high-grade long-fibre asbestos are used for making filter pads in certain types crucibles; and a moderate quantity of asbestos is employ in the Bureau's chemical laboratories where it has ve important uses.

Asbestos fibre is utilized in a limited way in absorption towers. The asbestos is added to the absorbent ma terial to aid in increasing porosity. Asbestos fibre is em ployed in packing combustion tubes for the determinatio of carbon and other constituents. In this case, it is often mixed with various reagents to produce better-exposed surfaces.

Asbestos paper is utilized to cover hot plates and thus to more evenly distribute the heat. This same paper has various services in the blowing of glass in the laboratories, where glass apparatus is extensively used. A somewhat similar material is commonly placed in the center of a wire gauze when heating glassware over a direct flame. The asbestos effects a better distribution of the heat.

Asbestos board, which generally contains a high percentage of asbestos, is extensively used in forming the framework of electric furnaces. Asbestos board is likewise placed under burners and other heating equipment to protect the table or floor from excessive heat. Additional uses of asbestos in the Bureau of Chemistry and Soils are for the construction of chemical hoods, laboratory table tops, and in the composition of asbestos ebony for switchboards.

Unquestionably, the National Bureau of Standards, thru its extremely diversified activities, contributes more

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Asbestos Fibre

for the manufacture of

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

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE of QUEBEC
CANADA

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generally to our complex industrial life and to our relations as a whole than any of the other scientific branches of the Government. This includes, of course, the technical professions that contribute sooner or later both to industry and to well-nigh every other phase of our social, business, and commercial activities. There is a numerous group of research associates, stationed at the Bureau, that is supported by no fewer than twenty national engineering societies and trade associations.

The subect matters dealt with by the Bureau have to do with such widely dissimilar divisions as electricity, weights, and measures, heat and power, optics, chemistry,



Asbestos in various forms serves many purposes in this laboratory at a Government smokeless powder factory.

mechanics and sound, organic and fibrous materials, metallurgy, clay and silicate products, paper, building and housing, simplified practice, specifications, trade standards,

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From

CRUDE ORE

to

FINISHED PRODUCT

Johns-Manville carries on the entire process of manufacturing 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.

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

Johns-Manville

EXECUTIVE OFFICES : NEW YORK

Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

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et cetera, too numerous to detail. These are only some of the broad groupings of the studies carried on by the Bureau, and each group includes many subdivisional lines of investigation in the name of standardization. It is out of the question here to enter into any detail concerning the very important work done by the Bureau in well-nigh endless directions or to enumerate all the ways in which asbestos is used in the various divisions of the Bureau. One example will suffice, and that is the Heat Transfer Section, from which the following particulars have been obtained.

Asbestos cement materials are employed in a measure in the construction of certain portions of scientific apparatus for which metals or combustible materials could not be utilized. Loose asbestos fibre also finds some use as a filtering agent in chemical research. Wires electrically insulated with asbestos are sometimes used in the laboratory, for obvious reasons. Other specific examples might be given, but in all cases the uses to which asbestos is put in the laboratory are essentially the same as those to which it is put outside the laboratory.

What has been shown of the uses of asbestos in the Government laboratories is suggestive of the ways in which asbestos in one form or another is employed in research work in the hundreds of other laboratories thruout the country. It should, therefore, be evident that asbestos is indispensable to the investigator in all branches of modern scientific work involving the practical solution of problems arising continually in our life of today.

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K&M

FERODO
BRAKE LININGS

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District Offices located in all metropolitan areas are maintained for customer convenience. Product quality is controlled from Mine to Market. K & M's Bell Asbestos Mines assure high quality asbestos fibre in all manufactured products.

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Keasbey & Mattison
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Ambler, Penna.

SOLE DISTRIBUTORS IN U. S. A.
FOR
FERODO PRODUCTS

C. E. Harwood to Direct Rusco Equipment Sales

Announcement was made on July 18th by G. M. Williams, President of the Russell Manufacturing Company of Middletown, Conn., of the appointment of C. E. Harwood as Sales Manager of the Automotive Equipment Division. H. J. Moore will simultaneously become sales manager of the Industrial Belting and Non-Elastic Webbing Divisions.



C. E. HARWOOD

Mr. Harwood received his B. S. degree at Dartmouth in 1915 and has been connected with the Russell Company continuously since that time except for the two years spent in overseas service during the World War.

In addition to his wide technical and manufacturing experience he has an intimate knowledge of the sales field, having spent a considerable time in sales research work with the company. In 1921 he was placed in charge of the spinning and fibre departments, his first move being the organization of the Rusco Research Laboratories which today are recognized as being one of the foremost in the textile and friction material industry. In 1924 Mr. Harwood became general superintendent of the Automotive and Heavy Textile Departments and in 1933 he was appointed Director of Research, which position he has held until his appointment today as sales

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ASBESTOS

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

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8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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manager of the Automotive Equipment Division.

In announcing the appointment Mr. Williams emphasized the importance of a close relationship between the sales, manufacturing and engineering problems in industry today.

Asbestos Gloves Under Severe Tests

The British Air Ministry has, after a series of very stringent tests, ordered a large supply of asbestos gloves for use in the Royal Air Force.

A man wearing a pair of these gloves was required to pick up a red coal and hold it until it had gone black; to pick up a hot coal out of the middle of a smith's forge; to hold his hand in the forced draught of the forge for half a minute, to bend a red hot half-inch rod with his hands, and to hold a similar steel rod until its temperature had fallen to black heat.

The gloves were also subjected to severe tests for pliability. The wearer was required to screw a small nut on to a bolt while both were red hot.

In all these remarkably searching tests the wearer suffered no discomfort or injury. The gloves will probably be used by aircraftsmen for adjusting engines without waiting for them to cool and in the Royal Air Force workshops for forging and welding operations. They may also form part of the equipment for use in cases where fire follows an accident, thus increasing the efficiency of rescue work.

In the Market for Large or Small Quantities of
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Yarn Cuttings — Loom Sweepings — Cardroom Strippings
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47-49-51 Adams Street NEWARK, N. J.

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ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec
Black Lake, Quebec

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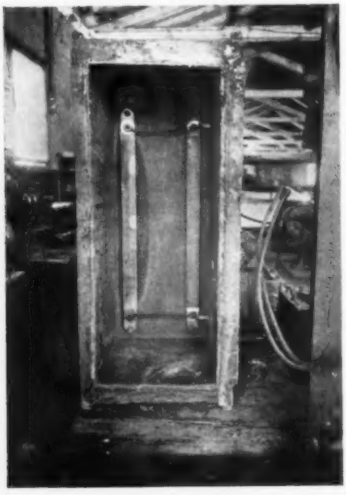
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Asbestos in Battery Rebuilding

By Mary Gleeson

Costs of battery re-building can be reduced for the automotive industry with the aid of a simple insulated box, devised by R. C. Fisher, Corcoran, California, garageman. Most battery shops and garages use steam or a gas flame for the softening of the compound for the removal of cells from automobile storage batteries but this electrically heated box does the work much faster and more conveniently.

The outer box, made from 2 x 12 lumber, is 12 x 36 inches in dimensions. This surrounds a metal lining box, one inch smaller. The inch of space between is filled with 85% Magnesia about one inch thick. A strip of wood is nailed around the top of the box which is open and is used inverted. This helps to keep the insulation from slipping and also serves to hold the metal and wooden boxes together more firmly.



Strap type elements are shown in the bottom of this electrically heated box, insulated with asbestos.

Fastened to the bottom of the box are two strap type electric elements, each of 500 watts capacity. The box will cover two batteries and softens the compound surrounding the battery in from three to five minutes. Not only does this insulated box do a faster job but no chipping or scraping is necessary.

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TRANSVAAL
(SUPERFINE)

CANADIAN
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Paris	Berlin

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CABLES:—VULBESTON, LONDON

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Brake "Clinics" Successful

More than 5,000 garage and service station operators and mechanics have attended a new series of "brake clinics" held during the past few weeks by the Russell Manufacturing Company and its jobbers in the Western and Central States Division of the Company.

Under the supervision of S. J. Black, Western and Central States Division Manager for Rusco, the series has already included clinics in Chicago, Rockford, Joilet, Elgin and Elmhurst, Ill., and in Toledo, Lima, Mansfield, Marion, and Tiffin, Ohio, with additional clinics held in Philadelphia, Pa., Hagerstown, Md., White Plains and New Rochelle, N. Y.

Its 1934 series of brake clinics have been so successful and so many changes are taking place in brake mechanism that the Russell Manufacturing Company announces these clinics will be permanently incorporated as a definite part of the Rusco merchandising program. At each of the clinics the manufacturing and servicing of Rusco Engineered Sets is illustrated by motion pictures, with oral explanations by Alois Havrila, well known NBC announcer, and by working models, and their new Engineered Brake Service merchandising plan is fully explained.

Russian Trade

We are interested in two paragraphs taken from two different newspapers, one of which appears to answer the other, altho not intended to do so.

The one reads: "Russia's major exports are grain, hard coal, oil, pulpwood, lumber, wood products, manganese, asbestos and furs. What out of that list could America import in quantity sufficient to pay for the exports America hopes to make to Russia?"

The other: "Already a shipload of Russian liquors has been landed in New York City, consisting of 4,735 cases of vodka, wines, cordials and other liquors. More are to follow. In the cargo was included sausage casings, flax, linen, asbestos, mica, candy, seeds, rags, etc. Plans are under way for large exports from Russia of canned goods, silks, rugs and other merchandise."

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ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

REPRESENTATIVES:

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TORONTO, ONT.: CANADIAN ASBESTOS ONTARIO LTD. 14 Front St.

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BRAKE LINING SALES UP 31% FOR SIX MONTHS PERIOD

Sales of Brake Linings and Clutch Facings for the first six months of this year were 31% ahead of the same period last year according to figures issued by the Brake Lining Manufacturers' Association.

Because of the large increase in automobile production the sales for new equipment increased 66%.

Export Sales were up 30%, running ahead of replacement sales in the U. S.

Replacement sales were up 14% for the period, due largely to a 17% increase in sales of Standard Brand Materials. Sales to chain stores and mail order houses were 9% below the same period last year and 33-1/3% lower than the last six months of 1933.

The total sales for the six months period by the Industry were $9,380,000 compared with $7,132,000 for the first half of last year.

AUTOMOBILE PRODUCTION

While automobile production has, naturally, showed a decrease in May over April and in June over May, still the total for June, 1934, covering the United States and Canada, 321,956, is considerably above June of last year which only amounted to 257,050, and yet was the peak of that year. So far this year April has been the highest month showing a total of 373,108.

Total for the first six months of 1934 was 1,796,409 compared with 1,028,376 in 1933 and 911,117 in 1932.

BRAKE LINING TOO LASTING

"One outstanding fact that the Brake Lining Industry as a whole must face," says a man closely connected with the Brake Lining sales field, "is that we are going the same cycle as did the tire manufacturers when they shifted from a fabric to a cord tire."

The cord tire was so much better than the fabric that it lasted two or three times as long and this is exactly the same situation which the Brake Lining Industry is facing today. The Industry is rapidly reaching the point, in fact has already achieved the questionable goal on many of the lighter vehicles, of practically having no replacement market during the life of the car under its first ownership. Naturally this cuts materially

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into the potential replacement business which, in the very last analysis, is the end of the business to which the Industry must look for its profit.

Just what is to be done about such a situation is hard to say. State requirements of inspection at regular intervals and other types of inspection work help considerably in seeing that brake lining is replaced when worn out, but if it doesn't wear out, what then?

It would be interesting to have comments from various brake lining executives on this rather interesting point.

The first engineer was the man who stopped guessing and instead based his conclusions on measurements.

The happiest folk are not those who have the best of everything but those who make the best of what they have.

Do your work so well that you yourself can approve of it.

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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MARKET CONDITIONS

General Business.

We are, of course in the midst of the summer slump, which was expected and so can be discounted just as much or as little as one wishes, depending upon the point of view, the kind of business we are in and the mood of the moment.

While business is not showing the strong forward movement which it did in 1933, there are some features of the business situation which are more satisfactory than last year.

The automobile industry is probably the most encouraging with its constant increase over last year.

But let us quote the first paragraph from the National City Bank Letter for August, which gives concisely the general business situation:

"The reports of business activity during the past month have been of the kind usually expected in midsummer. Except in years when a strong forward movement is under way, as in 1933, industry and trade during July are expected to be sluggish and there was even less reason than usual to look for a revival this summer, in view of the handicaps imposed upon trade by the drought situation and the labor disturbances. In most industries the curtailment begun in May and June has been continued or extended, and the testimony of the wholesale centers is that buyers are conservative in making Fall commitments. This attitude is in great contrast with the rush that was on a year ago but it signifies that the Fall season will develop more normally, with production kept in better adjustment to consumption, and from that viewpoint is a more orderly and desirable state of affairs."

Asbestos. Raw Material.

Production in Canadian Mines is up considerably from

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VERMONT ASBESTOS

"MINED in the U. S. A."

Clean, well fiberized asbestos particularly well suited for the manufacture of the better types of:

BRAKE LINING	BOILER COVERINGS
CLUTCH FACING	MILLBOARD
ROOFING PAINTS	MOULDED PRODUCTS
SHINGLES	ASBESTOS PAPER

Samples and Prices upon application

VERMONT ASBESTOS CORPORATION

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Sales Office
60 E. 42nd St.
New York, N. Y.

Mine
Eden, Vt.

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a year ago while prices have remained constant for the past several months.

We notice somewhat increased shipments to the United States recently from Russia and Cyprus.

Asbestos Manufactured Goods.

Textiles. There is very little change in this market. Demand has not improved. Prices are holding fairly firm.

Brake Lining. "Yes," says one of our correspondents, "business in the brake lining field is better but then we are in our season and it should be better." Under Brake Lines on page 18 the market situation in this field is discussed in somewhat more detail.

Insulation. High Pressure. The summer decline in general manufacturing activity has been reflected as usual, in a lessened demand for insulation. We confidently anticipate improvement after Labor Day.

Insulation. Low Pressure. Demand in this market, as well as in the Paper and Millboard market has been slightly improved with prices about the same. While shelves are fairly well stocked at the present time, indications are that fairly good business will be had in the fall, that is during September and October.

Asbestos Cement Products. Sales continue at a satisfactory rate altho falling off slightly during the midsummer months as usual. The Industry is looking forward to exceptional activity in the Fall due to the Federal Housing Act as well as the usual seasonal improvement.

A gradual improvement is noticeable in the demand for corrugated and flat sheets and the market on all asbestos cement products is generally satisfactory.

These are the opinions of various executives in the asbestos industry interested in these respective markets. Your opinions are welcome at all times; the more discussion, the more interesting are our pages.

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Russia--New Asbestos Plant

From Foreign Trade Notes of July 31, 1934. Published by U. S. Bureau of Foreign and Domestic Commerce and taken from Russian Economic Notes of July 15th.

The asbestos plant of Bazhenovo (Urals) now approaching completion, according to the newspaper "Isvestia," May 23, 1934, is scheduled to handle 2,000,000 metric tons of rock a year and to produce 80,000 tons of fiber and asbestos products. All the existing Soviet asbestos plants together turn out only 95,000 tons a year, and the new one will place the Soviet Union in a very favorable position in the world's asbestos market. At present some of the plant structures are completed, and grinders, drying furnaces, and other machines are being installed. The plant is expected to begin operations October 1.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	July 1934 Low	High	Last
Asbestos Corpn. (Com.) New V. T.	np		6⅞	8¼	7
Carey (Com.)	100	–	35	35	35
Carey (Pfd.)	100	6	61	61	61
Certainteed (Com.)	np	–	4¼	5⅞	4¾
Certainteed (Pfd.)	100	7	10⅝	32	24
Garlock Packing (Com.)	np	–	15½	16¾	15¾
Johns-Manville (Com.)	np	–	40⅜	55½	42¼
Johns-Manville (Pfd.)	100	7	107¼	125	125
Raybestos-Manhattan (Com.)	np	60c	14½	17¾	15½
Ruberoid (Com.)	np	1	26	26	26
Thermoid (Com.)	np	–	3½	5⅝	3½
Thermoid (Pfd.)	100	7	30	34	32

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CONTRACTORS AND DISTRIBUTORS PAGE

THE A. C. N. A.

On July 26th the Divisional Code Authority of the Asbestos Contractors National Association met in Washington and laid plans and took the necessary steps to meet the code operatives.

The members of the Divisional Code Authority are H. W. Porter of H. W. Porter Co., Newark, N. J., W. L. Cremers of Philip Carey Co., Philadelphia, F. J. Schuber of Eagle Asbestos & Packing Co., New Orleans, La., J. A. Taylor of Wallace and Gale Co., Baltimore, L. R. Hoff of Johns-Manville Corporation, New York City, G. F. Stone of Keasbey & Mattison Company, Ambler, Pa., L. R. Harbaugh of the Armstrong Cork Company, Lancaster, Pa., L. J. Smith, of the Asbestos Roofing & Insulation Co., Aurora, Ill., and N. Nelson Reifsnyder of Asbestos Insulating Company, Norristown, Pa., the last three mentioned being the non-association members while the first six are the association members, the Code requiring that there be three members representing those firms not connected with the Association.

THE NATIONAL HOUSING ACT

Any increase in building activity will inevitably bring with it business for the manufacturers, handlers and contractors interested in many of the divisions of the asbestos industry—that is in insulation, asbestos cement shingles and siding, wainscoting, etc., and other asbestos products used directly or indirectly in the building industry.

Therefore when it is proposed to increase the money put into building by the end of this present year by a billion and a half dollars which is the figure estimated by the optimistic that will be spent as a result of the National Housing Act, or even by a third of that amount as the pessimists figure it, those of us interested in asbestos building materials are eager to study the details of such a plan.

Almost any building magazine can be consulted as to such details—a pamphlet published jointly by Time and the Architectural Forum under the title "The National Housing Act—its background, its provisions, its possibilities," and obtainable from the Architectural Forum at 220 E. 42nd St., New York City, at 5c per copy, is recommended as a concise and understandable description of the Act and what it is expected to accomplish.

One fact which appeals to the majority of us is that the NRA is not merely another relief measure but, as one editorial comment puts it, a "permanent reorganization of the mortgage

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market," and instead of dumping of taxpayers money into the working of it, seeks to lend the money thru regular lending agencies, that is, local banks, building and loan associations, etc. We are informed that the building and loan associations national president has stated that those associations are prepared to set up the machinery necessary to put in motion the lending of $500,000,000 because of this National Housing Act, and we must remember that such loans will be adequately insured by the Government against excessive loss, thus protecting building and loan associations and their investors.

To sum up, when the National Housing Act gets underway, it means increased business and more jobs in the construction industry, which by all previous experience should result in increased business in insulations, asbestos shingles, roofings, and other asbestos products.

BUILDING

The June record of construction contracts in the 37 Eastern States amounted to $127,131,200, according to F. W. Dodge Corporation. This total represents a gain of 24 per cent over the June 1933 total of $102,341,900, but a decline of 5 per cent when compared with the proceding month's total of $134,438,700. The decline, however, is more than the usual seasonal decline from May to June.

As to contemplated new construction, during June there was an increase of almost 30 per cent in the total volume of intentions to build. The month's total was $313,882,300 as compared with $241,271,200 for May and $386,259,700 for June of last year.

The first half of 1934 shows a decided improvement over both 1933 and 1932 and this improvement is even emphasized when analyzed on the basis of the source of funds spent for construction purposes. The cumulative total for the six month's period this year amounted to $854,320,200, which is almost twice last year's total of $432,113,400 and 28 per cent greater than the 1931 total of $667,079,200 for the corresponding period.

The F. W. Dodge Corporation sums up its findings by the encouraging statement that "Improvement in the construction industry is therefore under way and an aggressive administration of the National Housing Act should extend this improvement thruout the remaining second half of the year."

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Little Lessons in Selling

PROPERTY SMILES

By John T. Bartlett

There's a lesson for salesmen in the gorgeous dance numbers which feature so many Hollywood pictures. Notice the smiles. Ask yourself this question, "Would any of those girls, smiling so dazzlingly as they dance, be able to hold their jobs if they scowled?"

You know the answer to that one! You may reflect that those smiles are just "property" smiles—mechanical things of habit, worn like a costume. Brave kids, you reflect, to carry their smiles thru in a long, tiring number.

Those "property" smiles — and property manners — go over big with audiences, tho. The public demands them, and stage performers learn how to deliver.

Salesmen, trying to evade the necessity which is upon them, too, always to be cheerful, smiling, should study the professional stage performer, and acquire a new understanding and philosophy of salesmanship technique. First of all, we must be what our customers want us to be. And there is no argument there — they want cheerful, smiling, even-dispositioned sales representatives. Second, we can give them what they wish — oh, it will be hard at times, smiling when our feet ache (to steal another figure from the stage), but humanly it is possible to wear a smile constantly as one goes from prospect to prospect.

Third, we shouldn't worry about the possible mechanical nature of our smile. When we have acquired the smile habit, we'll just smile naturally, but meanwhile the smile will still be a smile to the customer.

Of course, we won't try to be a smiling optimist as we work, and a scowling complainer in our home hours. That sort of thing doesn't work. We should aim to be pleasant all the time.

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Changes in A. S. T. M. Specifications for Yarns and Rovings

At a recent meeting of Committee D-13 on Textile Materials, of the American Society for Testing Materials, approval was given to refer to ballot of the whole committee proposed revisions as follows:

Standard Specifications for Asbestos Yarns (D 299-33). (Addition to "Yardage Table" of "22-cut"; "Grades" changed from five to six, covering entire range from 75 per cent to 100 per cent asbestos content.)

Tentative Specifications for Asbestos Roving (D 373-33 T). (Grades changed, allowable iron content of non-ferrous roving, asbestos determination.)

The next meeting of the committee is planned for New York City in October.

"Forest fires are sad reminders that lots of people are still under the impression that asbestos is a kind of wood" says the Boston Morning Globe.

And we are still chuckling because anyone in Boston made such a confused statement. Why not "forest fires are sad reminders that lots of people are still under the impression that trees are made of asbestos"?

Another paper, this time the Challis, Idaho Messenger, informs us that "asbestos is not a modern invention. This fire resisting fabric was used in ancient Rome." And our constant endeavor for just fifteen years this month has been to educate the general public to the extent that it will understand that all asbestos products cannot be grouped under the one term "asbestos." Apparently many people think of asbestos paper, brake lining, cloth, insulation, shingles, roofing, etc., simply as "asbestos," and do not understand that asbestos is the raw material—of which manufactured products of various kinds and for various purposes are made.

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Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	May 1934 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	234.40	£ 2,930	..	..
Biltong (Vukwe Asb. Syn. Ltd.)	30.70	614	..	..
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	1,820.35	22,754	7	6
Victoria District				
D. S. O. (Mashaba Rho. Asb. Co. Ltd.)	15.00	180	..	.
King & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	625.12	7,814	1	3
	2,725.57	£34,292	8	9
May 1933	*3,699.77*	*£46,284*	*11*	*3*

Africa (Union of South).

(Statistics published by Department of Mines for Union of S. A.)

	May 1933 Tons (2000 lbs.)	Value	May 1934 Tons (2000 lbs.)	Value
Transvaal				
Amosite	307.75	£ 3,018	249.55	£ 2,493
Chrysotile	979.00	9,768	823.60	10,414
Cape				
Blue	376.52	7,678	244.39	4,621
	1,663.27	£20,464	1,317.54	£17,528

Canada.

(Statistics by Bureau of Mines, Province of Quebec)

	June 1933 Tons (2000 lbs.)	June 1934 Tons (2000 lbs.)
Fibre	12,455	13,719
By-Products	230	343
	2nd Quarter 1933 Tons (2000 lbs.)	2nd Quarter 1934 Tons (2000 lbs.)
Crude (Nos. 1 and 2)	302	485
Milled (Nos. 3, 4, & 5)	14,958	18,719
Milled (Nos. 6 and 7)	16,484	18,297
	31,744	37,501
By-Products (Nos. 8 & 9)	734	1,130

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Imports into U. S. A.

(Figures published by U. S. Dept. of Commerce).

Unmanufactured Asbestos.

	May 1933 Tons (2240 lbs.)	May 1934 Tons (2240 lbs.)
Africa (Br. S.)	96	329
Canada	7,052	8,238
Cyprus, Malta & Gozo	.....	89
Germany	5	..
Italy	210	2
Soviet Union (Russia)	.....	206
United Kingdom	..	1
	7,363	8,865
Value	*$227,230*	*$341,845*

Tabulation of Crudes:

Crude (Africa—Br. S.)	96	329
Crude (Canada)	60	88
Crude (Germany)	5	..
Crude (Italy)	2	2
Crude (Russia)	..	206
Crude (United Kingdom)	..	1
Mill Fibre (Canada)	2,617	3,669
Lower Grades (Canada)	4,375	4,481
Lower Grades (Cyprus, Malta & Gozo)	.....	89
Lower Grades (Italy)	208	.....
	7,363	8,865

Manufactured Asbestos Goods:

	April 1933 Value	April 1934 Value
Austria	.....	$ 182
Belgium	.....	947
Germany	$1,287	605
United Kingdom	2,088	3,490
Canada	.....	61
	$3,375	$5,285

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Manufactured Asbestos Goods (Continued):

	May 1933 Value	May 1934 Value
Austria	.....	$ 708
Belgium	.....	3,666
France	155	.....
Germany	343	3,367
United Kingdom	1,681	.....
	$2,179	$7,741

Exports from U. S. A.

During May 1934, 157 tons of Unmanufactured Asbestos valued at $7,312, were exported, compared with 80 tons, valued at $5,707 in May 1933.

Exports of Manufactured Asbestos Goods:

	May 1933		May 1934	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	16,512	$2,437	89,149	$6,378
Pipe Covg. and Cement	91,865	7,934	199,003	7,614
Textiles, Yarn & Packing	71,298	38,882	118,402	48,337
Brake Lining—				
Molded and Semi-molded..	.....	33,192	.....	58,060
Not molded[1]	199,269	27,632	160,133	26,139
Magnesia and Mfrs. of	102,283	7,791	265,518	16,517
Asbestos Roofings[2]	269	2,429	12	187
Other Manufactures	154,274	6,792	127,072	10,781

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

Imports and Exports by England.

Imports of Raw Material.

	June 1933		June 1934	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
From Africa (Rhodesia)	927	£19,334	1,267	£25,753
From Africa (Union of South)	867	13,538	379	6,672
From Australia	2	20	.....	.....
From Canada	300	4,453	224	4,984
From Cyprus	58	866	11	78
From Finland	10	71	....	....
From Germany	....	....	....	13
From Soviet Union (Russia)..	6	428	374	6,078
From Sweden	5	36	....	....
From U. S. of America	9	612	72	1,027
	2,184	£39,358	2,327	£44,605

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Exports of Manufactured Asbestos Goods—England.

The June figures thru some inadvertence did not reach us up to time of going to press but we expect to publish them next month so that our records and those of our readers will be complete.

Exports of Raw Asbestos from Canada.

(Figures by Dominion Bureau of Statistics).

	June 1933		June 1934	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	197	$ 16,840	81	$ 5,130
United States	3,662	176,013	3,260	157,714
Australia	28	1,597	22	1,500
Belgium	160	7,850	75	3,750
France	220	11,132	86	4,550
Germany	207	14,264	510	36,066
Italy	.....	.....	30	1,790
Japan	1,028	37,280	3,563	128,425
Netherlands	63	1,890	132	4,301
	5,565	$266,866	7,759	$343,226
Sand and Waste—				
United Kingdom	185	3,450	15	220
United States	6,026	84,436	4,687	77,631
British India	60	600	.....	.....
Belgium	90	1,350	.....	.....
France	60	1,201	60	1,035
Germany	73	1,460	203	4,114
Netherlands	75	1,500	122	2,672
	6,569	$93,997	5,087	$85,672
	12,134	$360,863	12,846	$428,898

The United States Rubber Company announces the appointment of Ralph C. Harden as manager of packing sales in the Mechanical Goods Division. He will be located at the company's main offices at 1790 Broadway, New York City.

Mr. Harden's many friends in the Asbestos Industry will be interested to know of his new connection. He was, it will be remembered, connected with Johns-Manville Sales Corporation for fifteen years, holding several important positions with that firm.

An interesting article on Asbestos in Aviation is in preparation and will probably be published in September.

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High-Voltage Tests of Asbestos Insulators

(Reprinted from India Rubber Journal)

Asbestos insulators are used for a wide variety of electrical purposes, and the object of performing high-voltage tests is in order to detect any weak spots in the insulation. The tests are also done with a view to ascertaining if the dielectric strength is sufficient to withstand the voltage to which it is likely to be subjected in service. Where asbestos-covered wire is to be examined, it is necessary to make the tests on the entire lengths of the wire prior to it being placed on the market.

The actual dielectric strength is best tested on short lengths of a few feet, and in this way the test may be carried to the point of destruction without involving undue expense. The tests are usually carried out by applying an alternating voltage of suitable magnitude between the metal and its sheath. A supplementary test is also done between the conducting metal and water. The voltage applied initially must not be greater than the working voltage, and the pace at which this is increased must be maintained at a uniform rate. The number of seconds which the full strength of the current is applied is noted.

Certain fixed standards are generally adhered to, unless the asbestos insulation breaks down before that particular time has elapsed. Three-phase equipment is considered most suitable for applying the high-voltage test. This simultaneously tests the asbestos material between the conductors, and between all conductors and the ground. In this way conditions are obtained which most closely resemble those which exist in actual working practice. The original testing was only done using single-phase current. In this instance, each conductor of a multiple-conductor wire is tested against other conductors which are connected together with the asbestos sheath. A fairly wide variety of asbestos preparations have been utilized in order to get the best results, and the figures secured are

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usually recorded in graphical form so that they may be readily compared.

Some asbestos sheaths have not been suitable for this work, and a considerable amount of research work has been devoted to the development of this branch of insulation. Where three conductors are used together, each conductor should be tested against the other two, with the sheath "grounded," but out of circuit. After this all three conductors are tested against the sheath. The voltage applied should be at least two and one-half times the working voltage likely to be experienced in practice. This ratio is made greater where low voltage wires are to be used, as in this way weak spots are more readily detected.

Either the centre point, or the neutral of the testing circuit should be "grounded," irrespective of whether the test is done with single or three-phase tensions. In this way uncertain potentials between ground and conductors are avoided whilst the voltage is applied between the conductors. Asbestos insulation has only been successfully applied to certain classes of wire, and the extent of its future uses will depend on the research work which is at present in progress.

An efficient humidifying device is said to be made by hanging a flat pan at the back of the radiator, inserting in the pan a strip of asbestos paper with several inches submerged in water. It is said that the high capillary action of the asbestos paper will greatly increase the evaporation surface of the unit.

A news clipping says that both silver and asbestos have been discovered in a mine in the Talaokuan Mountains, near Tsingtao, China.

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NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the following names: C. H. Carlough, President Carolina Asbestos Co., Davidson, N. C., whose birthday falls on August 20th; F. P. Kuchenbecker, President Asbestos & Magnesia Materials Co., Chicago, Ill., August 23rd; J. Gillmur Tyson, President, American Asbestos Co., Norristown, Pa., August 25th; Harrison S. Sweet, Manager Oneida Plant, Mohawk Asbestos Slate Co., Oneida, N. Y., August 28th; W. D. Crumpton, of W. D. Crumpton & Co., New York City, N. Y., August 29th; Matthew Balich, President, Matthew Balich Corp., New York City, N. Y., August 29th; A. W. Swartz, President Linear Packing & Rubber Co., Philadelphia, Pa., August 31st; J. A. Lunn, Vice President, in charge of Manufacturing, Multibestos Co., Cambridge, Mass., September 6th; E. Schaaf-Regelman, New York City, N. Y., September 11th; B. Marcuse, President, Canadian Asbestos Co., Montreal, P. Q., Canada, September 11th; to all of which gentlemen we extend hearty congratulations and best wishes.

Johns-Manville Corporation. Report for the Second Quarter of 1934 for Johns-Manville Corporation shows a profit of $249,936.61, or earnings of 16c per Common Share; compared with a profit of $92,204.49 for the same period in 1933.

For the first six months of 1934, the profit is shown as $173,855.56 compared with a loss for the first six months of 1933 of $861,595.13.

Sales for the first six months of 1934 are shown as $11,653,675.90 compared with $8,179,149.03 for the first six months of 1933.

A. W. Koehler, Jr., recently appointed U. S. representative for Cape Asbestos Company of London, has established his headquarters at 369 Lexington Avenue, New York City.

Asbestos Corporation Limited. At the adjourned general meeting of voting trustees of Asbestos Corporation, Limited, held on July 17th, the resolution of the directors providing for special remuneration for Col. Robert F. Massie, managing director, by way of a stock bonus, was approved. This action reversed the one taken at a previous meeting when the disqualification of certain proxies brought the voting below the required 75 per cent.

The voting trustees, in a statement, point out that following the last meeting the matter was presented to counsel, which later presented a report finding no just cause for rejecting the aforementioned proxies.

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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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Smith-Doeright Company, Insulation Contractors with branches in Youngstown, Cincinnati, Dayton, Detroit, and principal office at Pittsburg, Pa., was, we are informed, adjudged bankrupt on June 27th, 1934, Luman B. Page acting as Trustee in Bankruptcy of the saiu company. Mr. Page, we further understand is now receiving offers for the sale of stock, furniture and equipment as well as the real estate known as 1159 Hodgkiss Street, Pittsburg, Pa.

PATENTS

Forming Body. No. 1,960,353. Granted on May 29th to Jay M. Smith, San Francisco, Cal., assignor to Plant Rubber & Asbestos Works, San Francisco. Application September 8, 1931. Serial No. 561,647.

Described as a mandrel comprising a hollow core separated into sections along a plane extending longitudinally of the core and at an angle with the core axis, a bar within the core and positioned with its axis, lying in said plane and means mounting both of said sections on said bar.

Machine for Making Friction Elements. No. 1,961,176. Granted on June 5th, to Harry N. Smith, Detroit, Mich., assignor to American Brakeblok Corporation, New York City. Application November 11, 1932. Serial No. 641,952. Description upon request.

Facing Friction Elements No. 1,961,177. Granted on June 5th to Ray E. Spokes, Ann Arbor, Mich., assignor to American Brakeblok Corporation, New York City. Application June 13, 1932. Serial No. 617,052.

Described as a bonding material consisting of the reaction product of a vegetable drying oil, purely polymerized and containing substantially no oxidized oil and a phenol resin.

Method of Making Brake Lining. No. 1,961,863. Granted on June 5th to Humphrey E. Parker, South Bend, Ind., assignor to Bendix Brake Company, South Bend, Ind. Application May 17, 1930. Serial No. 453,384.

A method of manufacturing Brake Lining which comprises heating asbestos to expel moisture and to destroy organic matter, drying, applying molten lead to the asbestos to fill the interstices thereof and removing the excess lead by pressure.

Molded Brake Lining. No. 1,963,511. Granted on June 19th to Andrew T. K. Tseng, Detroit, Mich., and Arthur B. Kempel and Robert Schar, East Brady, Pa., assignors to Rex-Hide Rubber Manufacturing Company, East Brady, Pa. Application May 7, 1932. Serial No. 609,984.

Descried as a brake lining comprising asbestos and carbon black and a binder which includes vulcanized hard rubber and an infusible, insoluble ingredient all combined in such proportion as to produce a lining which is non-absorptive to oil and water and has a uniform coefficient of friction.

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Brake Lining. No. 1,964,177. Granted on June 26th to Adolph Rosner, South Bend, Ind., assignor to the Bendix Brake Company, South Bend, Ind. Application December 21, 1928. Serial No. 327,730.

Described as that method of manufacturing brake lining or the like which comprises rolling a long straight strip of woven lining to give it a transverse curvature with its side edges unconfined laterally so that it may flow laterally to give a finished product which is substantially non-stretchable laterally when in use.

Brake Lining. No. 1,964,178. Granted on June 26th to Adolph Rosner, South Bend, Ind., assignor to Bendix Brake Company, South Bend, Ind. Application October 27th, 1930. Serial No. 491,499.

Described as that process of preparing friction material comprising folding together sheets of dissimular fibrous material to effect an intermediate product of the desired thickness and then processing said folded material to produce a finished product ready for use as a friction material.

Forming Filled Textile Tubes. No. 1,964,656. Granted on June 26th to Albert Allmond and Thomas Ray Brown, Charlotte, N. C., assignors to Southern Asbestos Company. Application January 7, 1933. Serial No. 650,728.

Described as in a loom, a reed having an opening in the comb thereof for passage of a roving, means closing the dents of the reed at opposite sides of said opening, a shield for the roving passing thru said opening and shedding mechanism connected to said shield to raise and lower the same.

Heat Insulating Material. No. 964,964. Granted on July 3rd to Clarence S. Smallish, Newark, N. J., assignor to American Hair and Felt Company, Chicago, Ill. Application June 29, 1931. Serial No. 547,527.

Described as the process of fabricating heat insulating material which consists in unrolling a spiral bat of fibre to form a rolled and unrolled portion with a cleft therebetween, spraying a flameproofing material into said cleft to cover both sides of the unrolled bat, including said sprayed fibre between two layers of sheet material to form an enclosure in spaced apart, parallel rolls and applying a sealing compound to said stitches.

Machine for Cutting Friction Elements. No. 1,965,110. Granted on July 3rd to Harry N. Smith, Detroit, Mich., assignor to American Brakeblok Corporation, Detroit. Original application October 29, 1930. Serial No. 491,944. Divided and this application May 22, 1933. Serial No. 672,274. Description upon request.

Machine for Reeling Friction Elements. No. 1,965,132. Granted on July 3rd to Harry N. Smith, Detroit, Mich., assignor to American Brakeblok Corporation, New York City. Applica-

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tion October 29, 1930. Serial No. 491,944. Description upon request.

Porous Magnesia Cement. No. 1,965,538. Granted on July 3rd to Leroy C. Stewart, Midland, Mich., assignor to Dow Chemical Co., Midland, Mich. Application April 27, 1932. Serial No. 607,895.

Described as the method of making porous Magnesia Cement mixtures of the class consisting of magnesium oxychloride and magnesium oxysulphate cements, which comprises adding a relatively small amount of finely divided magnesium to the plastic cement mass.

Pipe Insulation. No. 1,966,341. Granted on July 10th to Dennis J. Galbraith, Plainfield, N. J. Application June 3, 1933. Serial No. 674,256.

Described as apparatus for insulating a pipe which comprises cylindrical sleeves on insulation surrounding the pipe, such sleeves being separated to provide a slippage zone, a flexible sleeve surrounding the slippage zone and means located in the zone and connecting the pipe and the said flexible sleeve whereby movement of the sleeve relative to the pipe is prevented.

Waterproof Asbestos Sheet and Method of Producing Same. No. 1,967,062. Granted on July 17th to Izador J. Novak, Bridgeport, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport. Application December 19, 1931. Serial No. 582,184.

Described as a fibrous base comprising asbestos containing a waterproofing fatty acid size and an organic stiffening agent uniformly distributed thruout the thickness of the base, wherein the proportion of combustible material is lower than 15%, said agent being capable of substantially retaining the waterproof qualities of the base.

Friction Element and Method of Making Same. No. 1,967,224. Granted on July 24th to Simon Collier, Waukegan, Ill., and Ralph H. Soules, Detroit, Mich., assignors to Johns-Manville Corporation. Application October 25, 1932. Serial No. 639,466.

Described as a process of making brake lining and clutch facings which comprises forming a pulp of water, Portland cement, a friction modifying agent and asbestos fibres, fabricating the pulp into a body having a felted structure and cutting the felted body into shapes adapted for use as brake linings and clutch facings.

Sectional Machinery Packing. No. 1,967,573. Granted on July 24th to Edgar N. Fox, Palmyra, N. Y., assignor to the Garlock Packing Company, Palmyra, N. Y. Application December 8, 1932. Serial No. 646,239. Description upon request.

Shingle. No. 1,968,217. Granted on July 31st to Samuel P. Moffit, Philadelphia, assignor to Ruberoid Company, New York. Application September 13, 1933. Serial No. 689,292.

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Described as a shingle of substantially rectangular form adapted to be laid in said lapped relation with laps of different widths, said shingle having an opening at one side thereof near one corner which provides a gage for laying with a side lap of one width, an opening at the lower edge thereof adjacent said corner which provides a gage for laying with a side lap of different width, an opening adjacent to the opposite lower cornre for reception of a storm nail, the width of the side lap being selectively determined by the registration of said last named opening in an overlapping shingle with one or the other of said gages in the overlapped shingles and having an opening in the opposite side from the first named opening near the upper edge thereof which by registration with said first named opening in a lateral abutting shingle of a succeeding course serves as a gage to determine the head lap of one course on another.

Gasket. No. 1,968,365. Granted on July 31st to Claude B. Bailey, Wyandotte, Mich., assignor to McCord Radiator & Mfg. Co., Detroit, Mich. Application April 27, 1931. Serial No. 533,049. Description upon request.

Shingle Unit and Roof built therefrom. No. 1,968,426. Granted on July 31st to William L. Rowe, New York. Assignor to Johns-Manville Corporation, New York. Application March 16, 1931. Serial No. 522,817.

Described as a shingle unit adapted to be laid in horizontal rows in side lapped relation, comprising a slab having four sides including two adjacent edges adapted to be exposed to opposite edges lying at like angles to a diagonal line of symmetry and symmetrically placed nail holes near said opposite edges, the slab material adjacent to their geometrical meeting point of the lines of said opposite edges being removed to facilitate nail fastening of the corner of the adjacent overlapping similar slab thru one of said nail holes therein.

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.

K. &. M. (and design) Serial No. 350,338. Keasbey & Mattison Company, Ambler, Pa. For asbestos packings especially adapted for use in pumps, pistons, and locomotives, stuffing boxes, valve stems and as pressure glands; flax packings, brake lings, clutch facings and gaskets passed on July 10th.

K. & M. (and design) Serial No. 350,336. Keasbey & Mattison Company, Ambler, Pa. For asbestos threads, asbestos yarns, flat thread tapes, etc. Passed on July 17th.

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THIS AND THAT

"ASBESTOS" is planning a series of articles on the History of the Asbestos Manufactured Industry, and while quite a lot of information has been collected on this most interesting subject, we will welcome any data which anyone in the Industry has on the early manufactures of asbestos, methods employed, dates and so on, so that our history may be as complete as possible.

Speaking of the history of manufactured products, probably some of our readers have in their possession old catalogs of asbestos manufactured goods which would give quite interesting information on the early manufacture of asbestos products. If so we hope you will look them over and send us any items which strike you as interesting.

For instance one of our readers ran across an old catalog not long ago in which were advertised Asbestos Crucibles, Asbestos Retorts, Asbestos Fireproof Wall Paper, Magnesia Boards and Asbestos Magnesia Ropes. Information as to just what these various materials were, when and by whom they were made and other data would help make our history more interesting.

Recent articles in the India Rubber Journal on asbestos subjects are: Blending Asbestos and Magnesia in the June 3rd issue; Asbestos Pastes in the June 9th issue; The Italian Asbestos Market in the June 30th issue; Insulation-Resistance Tests of Asbestos Products in the July 14th issue; and Asbestos Protection for Regenerative Lamps in the July 21st issue. In the July 28th issue appears an article written by S. Collier of Johns-Manville Corporation, Waukegan, Ill., under the title Asbestos and Its Use in the Manufacture of Rubber Goods.

According to U. S. Foreign Trade Notes of July 31st a Rock Wool Plant will shortly be constructed at St. Davids, Ontario, by the Queenston Rock Wool Co., Ltd., with a capacity of 20 tons a day.

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COMPLETE SATISFACTION

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IS THERE a goal you fain would reach?
Get started.
Another reaps while you delay
Faint-hearted.
The train can carry only those
Who take it.
Seek not for opportunity,
But make it.



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