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JANUARY, NINETEEN THIRTY-SIX



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of

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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

16th FLOOR INQUIRER BUILDING

PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, OWNER

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

Volume XVII JANUARY 1936 Number 7

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SUBSCRIPTION PRICE

U. S. AND MEXICO	$2.00 PER YEAR
FOREIGN COUNTRIES (INCLUDING CANADA)	3.00 " "
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Flame Throwers on the Ethiopian Battle-Fronts Use Asbestos Suits



Copyrighted 1935 International News Photo.

Garbed in special asbestos suits, this company of Italian soldiers on the Adowa Front, is about to go into action.

They are armed with flame throwers, and, as will be seen, are wholly clothed in asbestos cloth—coat, helmets and leggings.

The idea, it seems, is to lay down a barrage of fire to protect Il Duce's troops and throw the Ethiopians into a frenzy of fear.

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Greetings to the Industry for 1936

To me it seems but a few months ago that the Asbestos Industry, at what was probably the largest meeting it ever held, arranged to have my office handle some of its problems.

But, however it may *seem*, it really was in March 1917. Not long afterward I conceived the idea that some sort of monthly trade magazine might be of service—and in July 1919 the first "ASBESTOS", of only a few pages, was launched upon the Industry.

While many, many other demands have been upon my energies and time, never have we failed to publish right on time, each month our message to, by and between you all.

Upon the threshhold of another year, and apparently better world trade conditions, we are encouraged to still greater effort.

To you all we extend felicitations, because you are in an industry of vital importance, much future promise and one of no little dignity.

For you we pray not only for material success but for a deepening realization of our joint responsibilities to employees, stockholders and society, from which will come the only real joy and compensation—that of service well, truly and justly rendered.

All to the end that, when our individual tasks are finished our world may truthfully say, "Well done good and faithful servant".

C. J. Stover, Owner
"ASBESTOS"

Information coming to The Ruberoid Co. from various dependable sources indicates, in our opinion, that there is already well under way a cumulative revival of the residential construction industry that will reach substantial proportions before the end of 1936 and during 1937 promises to develop a volume of activity closely approaching that of 1929. The asbestos industry should, of course, benefit greatly from such a revival.

Our prediction of a pronounced revival of residential building activity during 1936 and 1937 is based on four major consideration,—the growing improvement in the

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general business situation; the tremendous backlog of greatly needed repairs, replacement and new construction which has been piling up during the depression years; the present position of the building industry in its governing economic cycle, and the actual experience of The Ruberoid Co. during 1934 and 1935.

The first two of these considerations would seem to require no additional comment. There is, however, in our opinion, a disposition in the trade to underestimate the significance of the third consideration—that of the present position of the building industry in its governing economic cycle. The economic history of this country shows that building activity has moved in cycles of from 14 to 20 years, a period considerably longer than that of the general business cycles. The average duration of the successive upward and downward swings in each full building cycle has been from seven to ten years. It is now about nine years since the present building cycle reached its peak—not in 1928 and 1929, as was the case with business generally, but in 1926 and 1927, when building activity in this country reached unprecedented proportions and after which there was a continous and rapid decline showing no signs of halting until 1934, when substantial gain was made over the previous year. There is thus a a very fundamental economic reason for believing that the United States is now well past the threshold of a period of seven years or more during which the trend of building operations may be expected to be progressively upward.

Herbert Abraham, President,
The Ruberoid Co.

The improvement in general business conditions, but more particularly in the building industry, residential and commercial, is most gratfying. It is our belief that the improvement noted during 1935 will not only be maintained but that a steadily increasing betterment will be experienced in 1936.

F. E. Byrnes, Vice President,
Vermont Asbestos Corporation

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With others in the Industry, we are vitally interested in the extension of the Federal Housing Act, and we are more or less confident that Congress will, by legislation, make this extension effective before the expiration of the present Act.

It is our privilege and pleasure to wish our competitors a most prosperous year and to say that we appreciate all the courtesies that have been extended to us by the individual members of the Industry, with all of whom we are very desirous to cooperate.

Tom Lehon, Vice Pres. & Genl. Mgr.,
The Lehon Company.

In reviewing the happenings of 1935 in the Asbestos Industry there are many things that show an encouraging outlook, and our feeling is that 1936 will be very outstanding for the Industry as a whole.

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

The year just closed has seen a decided improvement in general business conditions, and has been a source of encouragement after the hard years of depression thru which we have passed.

1936 seems likely to bring still greater improvement to the Asbestos Industry as a whole.

The world trade situation is still obscure and complicated by political conditions in Europe and elsewhere. Nevertheless, there have already been indications of broader viewpoints in respect to tariffs and trade agreements between several important countries.

All things considered, we look to 1936 as one which will bring definitely increased prosperity to the Asbestos industry.

We wish to take advantage of this opportunity to extend to you and to all your readers our Good Wishes.

J. E. Triganne, Sales Manager,
Asbestos Corporation Limited.

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The Asbestos Industry is looking forward to continued improvement and stability which should result in greater opportunities for employees and more assurance of a fair return on capital invested.

The continued improvement in the building industry has so stimulated the Asbestos Industry during the past year that even greater progress should be registered during the coming year.

May I take this opportunity to extend to every member of our Industry a Happy New Year.

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

I wish to extend a greeting to all members of the asbestos industry and, in so doing, express real optimism regarding business prospects in the new year.

While we have not, in the past twelve months, accomplished everything contemplated and desired, yet we can look forward, I believe, to more satisfactory results.

The natural forces released last year are bringing about a return of normal conditions, and I trust each member of the industry will enjoy an increasing degree of prosperity and happiness in 1936.

G. D. Crabbs, President,
The Philip Carey Manufacturing Company.

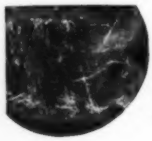
We have just closed the year 1935, which has been much more successful than the previous one, and feel confident that the improvement will continue throughout 1936.

We appreciate the good work you are performing and wish you a Happy and Prosperous New Year, which we also extend to the entire Industry.

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

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Let us add our 60 years' experience to yours . . . .

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K&M

KEASBEY & MATTISON COMPANY

AMBLER, PENNA.

Sole Distributors in U. S. A. for Ferodo Brake Linings

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New Pipe Insulation for Cold Lines

A new type of pipe insulation for cold lines has just been announced by Johns-Manville.

Known as Rock Cork Pipe Covering, this new product is the same basic material as Rock Cork Sheets which have been widely used to insulate cold storage rooms and refrigerated equipment for over 25 years.

Like the sheet form, the new covering is made of specially water-proofed rock wool, thus being mineral in composition and inherently permanent in character.

The most important feature of the material, according to the Johns-Manville announcement, is the factory-applied waterproof jacket which provides, in addition to the unusual moisture resistance of the material itself, an absolutely waterproof hermetic seal against the infiltration of moisture-laden air—the most common cause of failure of low temperature insulation.

Census of Manufactures--1935

Manufacturers of Asbestos Materials probably received in their mail on January 2nd, a form from the Bureau of Census, Washington, D. C., covering production of all asbestos products, during 1935.

This is the Census of Manufactures for 1935. Such a Census is taken bi-ennially (covering the odd years) and we urge that every manufacturer of asbestos products fill out the form provided carefully and fully, sending the information to Washington as promptly as circumstances will allow.

This Census is really the only statistical record in existence which covers *all* asbestos products, and it has been found very useful by asbestos manufacturers and other of our readers.

Therefore the more promptly the figures are supplied the earlier will the final report be issued.

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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

ASBESTOS LIMITED INC.
8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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The History of the Asbestos Manufacturing Industry

4. Paper and Millboard

The Paper and Millboard division of the Asbestos Industry has not been quite so spectacular in growth as some of the other divisions, altho its use has been steadily increasing and new uses have been devised from time to time.

One of the first references to the use of asbestos in the form of paper is recorded by Robert H. Jones in his book on Asbestos, in which he says: "Pontoppidan, Bishop of Bergen, a translation of whose very interesting 'Natural History of Norway' was published in London in 1750, says, 'That the amianthus, or asbestos, which makes an incombustible linen or paper, is to be found in the parish of Waldens, I can affirm from my own experience . . . . . I have in my possession a piece of paper of this asbestos which, when thrown into a fierce fire, is not in the least wasted excepting only that what was written on it totally disappears.'"

As mentioned in the first article of this series (See August 1935 "ASBESTOS") a German preacher by the name of J. Chr. Schaffer, tried to make asbestos cardboard as early as 1765 and the manufacture of bank notes of asbestos paper was the subject of early experiments by three Italians—Signor Albonico of Sandrio, Canon del Corona (a Florentine cleric) and the Marquis di Baviera, who early succeeded in making some small specimens of asbestos cloth and paper, and endeavored to interest the Italian Government in these articles, particularly in the manufacture of asbestos paper for bank notes.

Scattered references to experiments by the French and the Norwegians have also been found. In practically all cases the chief purpose was to manufacture a fireproof writing paper so that important documents might be made of indestructible material. Unfortunately all asbestos papers have a natural tendency to work up more like blotting paper than ordinary writing paper and therefore ink always tends to run.

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A patent for asbestos paper making is said to have been granted as early as 1853. One of the first manufacturers of asbestos paper in quantity was the United Company of London, England, about 1879.

Asbestos Paper was first made in the United States about 1878 by the mill of John Roberts & Son at Waltham, Mass., the secret of asbestos paper making having been discovered by William Roberts. At that time the principal use of the material was under hairfelt over steam pipes to protect the hairfelt from the heat of the pipes. It was also used under the floors in buildings as a "fire-stop."

One of the earliest uses of asbestos paper was for the manufacture of what is known as aircell pipe covering or insulation and this continues to this day to be a most important use for the material.

Probably next in importance is its use in the manufacture of asbestos felt roofing and built-up roofs, and in what is known as asbestos protected metal roofing. Third, its use as wrapping of electrical wire as an insulator. The furnace trade uses it for wrapping of hot air pipes; gasket manufacturers use quantities of both paper and millboard for the making of gaskets. Table mats, pads, stove mats and a multitude of small household uses account for quite a considerable volume (in 1929, U. S. Bureau of Census reports the production of table mats and protectors alone as 801 tons).

The use of asbestos and millboard for the lining of many and various objects, such as stoves, heaters, safes, ovens, garages, switch boxes, dry cleaning machines, various parts of automobiles, takes care of another fair portion of the production, and asbestos paper is even twisted into what we may call a yarn and woven into a tape for final use as asbestos brake lining. Indeed asbestos paper seems to have a larger diversity of important uses than any other asbestos product.

While, naturally, there have been many technical improvements in the **manufacture** of asbestos paper and millboard during the years, the most important development in type was the pre-shrunk asbestos paper mentioned in connection with the history of insulation (see page

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"Asbestos"). This pre-shrunk paper was developed in 1932, or rather it was put on the market and used in the manufacture of aircell covering in 1932 after about five years of research and experiment.[1] Pre-shrunk paper does not absorb moisture, therefore it will not shrink. Its importance to the insulation trade is easily recognizable when we consider that aircell covering made of regular paper has a tendency to shrink when the heat from the pipes to which it is applied drives out the moisture, leaving gaps at the joints of the covering thru which the heat can escape into the cellar or other places where it is neither needed nor wanted.

Another interesting development was the tinting of asbestos paper so that insulation with an outside cover of the tinted paper would be more attractive than when the natural, greyish white asbestos paper was used.

Asbestos Millboard is generally classed with paper because it is manufactured by the same general process, and in many cases it is used for the same purposes as asbestos paper—fireproof linings for instance—where a material of greater thickness is required. In fact we can most easily explain asbestos millboard to the layman by saying that it bears the same relation to asbestos paper as regular cardboard bears to wrapping paper. There seems to be little information available as to the year in which it was first manufactured, either here or in Europe.

One of the earliest uses for millboard, which we believe is to this day the most important one, was for gaskets of various kinds, used in various places. And this use led to the most important development in the manufacture of asbestos millboard. The automotive industry has used large quantities of asbestos paper and millboard for gaskets for some time. After the automotive industry developed to a point where cars ran at very high speeds, as they do today, it was found that the old type of asbestos millboard would not stand up without blowing out. Therefore, the automotive industry demanded a better quality or type of millboard, the principal qualifications of which are:

The standing of very high temperatures

Variation in thickness of not more than 2/1000th of

[1]By Johns-Manville Corporation.

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an inch in any part of the sheet
Great tensile strength
Uniform density

This type of millboard is being supplied in ever increasing quantities altho it is extremely difficult to make because great care has to be exercised in order to obtain the precision demanded.

Many other consumers besides the automotive industry are demanding a high grade or quality of paper and millboard, and it is quite likely that these demands and special specifications will result in the raising of the standard production to a point far beyond the ordinary commercial quality of these two products as generally made at this time.

Replacement Sales of Brake Lining Show Increase

An improvement in sales of brake lining for replacement contributed largely to the 22% increase in manufacturers' sales of brake linings and clutch facings for the third quarter of 1935 over the same period of 1934.

The Brake Lining Manufacturers' Association, Inc., in announcing the estimated industry sales states that the upward trend of replacement sales, which started in July, was brought about mainly by an increased demand for better qualities of brake lining resulting from the growing sentiment among car owners that reliable brakes are necessary as a safety measure.

Sales for the industry, based on reports received from manufacturers, are announced by the Brake Lining Manufacturers' Association, Inc., as follows:

	1935	1934	Percentage Increase
First Quarter	$ 4,979,561	$ 4,178,081	19.2%
Second Quarter	5,769,593	5,213,877	10.6
Third Quarter	5,061,178	4,160,172	21.6
Nine Months	$15,810,332	$13,552,130	16.7%

The drop from the second to the third quarter is less than seasonal.

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A Nationwide Radio Conference

A nationwide radio conference of building material dealers, contractors, builders and architects took place on January 13 at 11 A. M., when 50 stations of the National Broadcasting Company carried an interesting program over the air for one hour.

This conference brought to the microphone George LaPointe, President of the National Retail Lumber Dealers Association; Stewart McDonald, head of the Federal Housing Administration; Robert V. Fleming, President, American Bankers Association and Stephen F. Voorhees, President of the American Institute of Architects and Lewis H. Brown, President of Johns-Manville.

Edwin C. Hill, radio's outstanding speaker and commentator, delivered the keynote address before introducing the individual speakers.

The program was of real interest to home owners at large and their interest in the proceedings stimulated by such radio headliners as Kate Smith, Tom Howard, George Shelton, Goldman's Band and others.

Mr. LaPointe discussed the dealer's position as relating to building materials; Mr. McDonald talked of the Government's place in stimulating building and what the Housing Administration plans to do to make it easier for the public to buy and own their homes; Mr. Fleming the harmful effects of poor financing, the new means of financing and what the banks will do today for prospective home owners; Mr. Voorhees the architect's position and the need for quality homes.

Mr. Brown, President of Johns-Manville discussed the new responsibility of the manufacturer, pointing out that the manufacturer realizes that he must supply the basic planning and carry a greater burden of the load than at any other time in the history of the industry.

It is regretted that announcement of this radio conference was not available at the time of publishing our December number so that all readers, or at least all United States readers could listen in. We hope, however, that the majority of them heard the program as it was an excellent one.

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Mines

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Ruberoid Announces Full Time Operation For Two Plants

Full time operation thruout the coming winter, eliminating the usual seasonal shut-down of approximately two months, has been ordered at the St. Louis, Mo., and South Bound Brook, N. J., plants of The Ruberoid Company, manufacturers of asphalt and asbestos roofing and building products, according to announcement by Herbert Abraham, president of the company.

The order will affect approximately 800 men with monthly wages aggregating more than $70,000, chiefly engaged in the production of asbestos-cement roofing and siding for use in the construction, repair, and modernization of homes and apartment buildings. "The decision to run these plants full speed ahead thruout the winter months was based on two considerations," Mr. Abraham said. "One was the desire of the company to respond as fully as possible to President Roosevelt's recent appeal to industry to help absorb unemployment, and the other was our conviction that within a short time such a course will be amply justified on strictly business grounds.

"The growing general improvement in the building industry, particularly in residential construction, is revealed by Department of Commerce reports, indicating that the number of squares of prepared roofing shipped by companies representing virtually the entire industry in this country will show an increase of around 12½ per cent in 1935 over 1934. Total shipments of all products by our company alone will show a tonnage increase of approximately 30 per cent this year over last, with a concurrent increase of around 42 per cent in the dollar value of our sales.

"Reports obtained by salesmen from more than 8,000 distributors located in every section of the country indicate a steady increase in demand during 1936, particularly among home owners desiring to make long delayed repairs or to modernize their properties. Activity in this direction has been stimulated to a marked degree by the

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CLUTCH FACING	MILLBOARD
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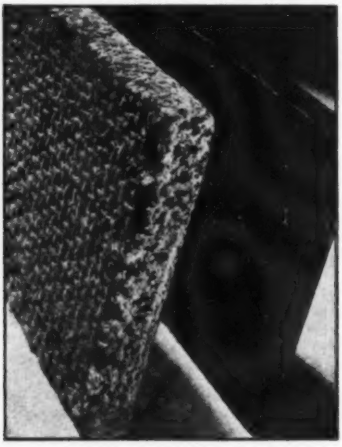
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availability to home owners of low-interest, monthly-payment loans under the Federal Housing Act which, it is hoped, may be extended beyond April 1, 1936, the present expiration date. In addition, there is definite evidence of a strengthened demand for new construction.

"Everything considered, it is our opinion that 1936 will witness steadily improving conditions in residential construction and that 1937 will mark the beginning of building activity comparable to that of pre-depression days."

Johns-Manville Announces New Improved Heavy Duty Brake Lining

The most recent advance in the field of heavy duty friction materials is Johns-Manville Style No. 900 woven and compressed brake lining. This product has been in-



troduced after several years of experimentation and development in the J-M laboratory and in the field. It has

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had test use on gas and diesel friction power shovels and other excavating machinery for the past year with outstanding success. Now it is being offered for general use on all kinds of heavy industrial equipment.

Woven and compressed lining is unique in that it incorporates the fundamental structure of the solid woven lining with the high wearing qualities of the compressed styles. The outstanding feature of woven and compressed lining, as compared with the folded and compressed styles, is that it cannot ply separate in high-temperature service. It has the same low rate of wear and efficient friction characteristics as the folded and compressed type. It is also flexible, readily formed and is adaptable to various speed requirements. In addition, it is mechanically strong and will withstand severe shock-loading.

The Asbestos Industry In Czechoslovakia

From Foreign Trade Notes—Minerals and Metals Published by U. S. Dept. of Commerce

The Dobsin Mines, Slovakia, is the sole producer ot asbestos in Czechoslovakia. The output of the company in 1934 amounted to 2,100 metric tons, of which amcunt 554 tons were exported.

Although no data is available for former years it is known that the 1934 figure represents the highest domestic production on record. However, as the annual minimum domestic requirements are estimated at around 6,500 tons, considerable quantities are necessarily shipped in from foreign countries, particularly from the Soviet Union. Imports of asbestos totaled 4, 938 tons in 1934 as compared with 2,208 in 1933, while imports during the first 8 months of 1935 have amounted to 1,433 tons.—*Information supplied by Commercial Attache Sam E. Woods, Prague.*

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ASBESTOS
MARKET CONDITIONS

General Business.

Paragraphs taken from various comments on the outlook for 1936 promise that year to be one of unusual improvement in general business:

"Thru the indicated continuance of favorable factors, the year 1936 gives expectation of some greater volume over this year. The growing forces of recovery seem likely to over-balance the usual disturbing factors of a presidential election year."—F. A. Merrick, President Westinghouse Electric & Manufacturing Company.

"Consumption of electricity in the United States was the greatest in the history of the country, being about 7 per cent more than in 1934 and 3 per cent more than in 1929, the previous peak year. Successive increases in the use of electricity must eventually mean an increase in the generating capacity of public utilities, which will bring an increase in orders for capital goods to the electrical manufacturing industry. For the year 1936 we look forward to a continued improvement in business."—Gerard Swope, President, General Electric Company.

"The year 1935 has closed with business activity at the highest level in more than five years, and with signs of recovery more widespread than at any time since the turn of the depression was reached in 1932. From the low point in 1932 the improvement has been nearly 60 per cent and this recovers approximately one-half of the ground lost since the peak in 1929."—National City Bank Letter for January.

Asbestos. Raw Material.

It is generally believed that all producers of asbestos will show an increased tonnage for 1936, and it is most probable that the United States will show a record increase in consumption for 1936.

Japan will not purchase as much asbestos this year as last altho the tonnage will still be a very substantial one.

Prices will remain firm thruout the year.

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Asbestos. Manufactured Goods.

Textiles. There seems to be a peculiar condition here. Certain textile products are moving in good quantity and at fair prices; other goods are not greatly in demand and prices have softened. The total output is satisfactory at the moment but it will doubtless be much influenced by what happens in the new automobile field in the next few months.

Insulation. High Pressure. Demand is slowly increasing with better industrial activity. To really attain fairly normal volume the general building industry must revive. Small home building will *not* have much effect upon this particular branch of the Industry.

Insulation, Low Pressure. Demand is light in this market because of the usual seasonal let-up after the first of the year. Prices are firm. In the Paper and Millboard market the demand is also very light with prices steady.

Asbestos-Cement Products. Sales of asbestos-cement shingles continued to be reasonably satisfactory during the month of December despite the usual falling off in all roofing and siding materials at this season of the year. The year 1935 proved to be a very satisfactory and progressive one in the asbestos shingle industry and prospects for 1936 are equally bright. For the first time in many years manufacturers will probably be forced to keep their plants running thruout the winter in order to build up adequate stocks to take care of the anticipated demand for siding shingles in the spring and summer months.

Prices continue firm with no prospective changes except in territories where American manufacturers are meeting the competition of shingles imported from Europe. The policy of the American manufacturer appears to be that of meeting the prices quoted to American dealers on these foreign shingles.

Demand for industrial products such as the flat and corrugated sheets continue to be satisfactory and the market firm.

The comments on market conditions given in the foregoing have been received from men closely in touch with the various markets. Comments from all readers are solicited.

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CONTRACTORS AND DISTRIBUTORS PAGE

MANANA

The Spanish have a word—Manana, meaning tomorrow.

We recommend it to those who believe that cut prices mean more business.

Some of us seem to think that when there isn't enough business to go around; when contracts are small and few, that a cut price will mean more business. Of course it may for the moment and for the cutter, but—do we want that kind of volume.

Volume at a loss doesn't mean anything; and generally speaking, the only place it gets us is in the bankruptcy court; or into general business oblivion.

When we are tempted to take business at a loss; to meet our competitor's price (which will only be cut further if we do meet it) manana is a good word to remember.

Tomorrow we will cut the price—not today; on the next contract not on this one. Next year we can take some contracts at a loss and so build up a bigger business, but not this year.

Manana—sometimes a good word to remember.

BUILDING

The construction industry continues to record larger activity than was shown a year ago. For November a contract total for all classes of construction in the amount of $188,115,000 was reported by F. W. Dodge Corporation in the 37 eastern states. This was an increase of about 68 per cent over the total of $111,691,500 reported for the same area in November, 1934.

November awards for residential building, as apart from other classes of construction, totaled $39,695,200 in the 37 eastern states; this was practically twice the total of $19,909,700 shown for November of last year and compares with $55,100,300 reported for October, 1935.

Nonresidential building undertaken during November amounted to $68,080,300 as against $39,439,500 for November, 1934, and $59,180,400 for October, 1935.

Heavy engineering types, generally classified as public works and utilities, undertaken during November, 1935 in the 37 eastern states amounted to $80,339,500. This compares with $52,342,300 for November, 1934, and $86,315,000 for October of this year.

For the eleven elapsed months of 1935 total construction of all types undertaken in the 37 states amounted to $1,580,408,400 as against $1,450,423,500 for the corresponding eleven months

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of 1934; this represents a gain over last year of 9 per cent.

The most striking improvement in construction has occurred in residential building. For this class of construction the total for the elapsed eleven months of 1935 amounted to $433,703,000 in the 37 eastern states as against only $234,289,600 for the corresponding eleven months of 1934; this represents a gain of 85 per cent over last year.

"Municipal Housing" by Helen Alfred, a forty page brochure issued by the National Public Housing Conference, 112 E. 19th St., New York City, can be obtained from that institution at the price of 10 cents per copy. It may be of interest to various of our readers.

Asbestos In London's Anti-Noise Campaign

Asbestos is playing an increasing part in the very active campaign that is being waged in London against traffic noise.

The London Passenger Transport Board, which controls all London bus, street car and subway services, is employing asbestos in a variety of ways as a sound-deadener and success has been such as to warrant a continuation of the research into the material's silencing properties.

Many of the tunnel walls of the London subways have been lined with asbestos mats up to the level of the floor of the train, and this has resulted in a surprising dimunition of noise. At first it was feared that the asbestos mats might lose their sound-absorbing qualities thru the accumulation of dust, but after a month or so of use it has been found that the dust deadens noise rather than reproduces it.

An experiment now in progress is with "skirted" wheels for subway trains. Engineers are devising a system of cowling for the wheels which, if successful will be generally introduced. This "skirting" is of metal and one of the suggestions put forward is to line it with asbestos.

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Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines)

	October 1935 Tons (2240 lbs.)	Value		
Bulawayo District				
Honey bird (Mashaba Rho. Asb. Co. Ltd.)	.20	£ 400	....	....
Shabanie (Rho & Gen. Asb. Corp. Ltd.)	2,961.25	45,701	18	11
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	268.80	5,119	7	7
Victoria District				
D. S. O. (Mashaba Rho. Asbestos Co. Ltd.)	199.50	2,801	5	....
Gath's & King (Rho. & Gen. Asb. Corp. Ltd.)	603.15	8,936	13	6
	4,052.70	£62,959	5	....
October 1934	1,894.52	£23,647	11	8

Africa (Union of South)

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

	October 1934 Tons (2000 lbs.)	Value	October 1935 Tons (2000 lbs.)	Value
Transvaal				
Amosite	272.00	£2,718	606.44	£5,740
Chrysotile	832.30	8,514	1,475.40	13,444
Blue	.....	.....	17.95	208
Cape				
Blue	260.23	4,640	190.35	3,224
	1,364.53	£15,872	2,290.14	£22,616

As my life today has been determined by the way I lived my yesterday, so my tomorrow is being determined by the way I live my today.

The ruin of most men who fail dates from some idle moment.

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Canada's 1935 Asbestos Production

The official estimate of Canada's production of Asbestos during 1935 as given by the Dominion Bureau of Statistics, Mining, Metallurgical and Chemical Branch, Department of Trade and Commerce, is 212,857 tons, valued at $6,972,000.

1934 production totaled 155,980 tons, valued at $4,936,326.

The 37 per cent gain over 1934 is quite gratifying to the Asbestos Industry, as well as to the Canadian Government.

The figures are published by authority of the Hon. W. D. Euler, M. P., Minister of Trade and Commerce.

Another Deposit in Bavaria

A discovery of workable asbestos is reported to have been made in Bayerischer Wald, East Bavaria, the discovery being attributed to years of patient labor on the part of a German mining engineer. The deposit is said to consist of the chrysotile variety of a greenish white shade.

This appears to be an entirely different deposit from the one reported on page 28 of our July 1935 number.

AUTOMOBILE PRODUCTION

Automobile production for November, 1935, totaled, for the United States and Canada, 41,520 motor vehicles of all kinds; compared with October, 1935, when 283,334 motor vehicles were produced.

It is hardly fair, because of the change in show dates to compare this figure with November in previous years; however, November, 1934, totaled 85,179; November, 1933, 62,974.

Total production for the eleven months of 1935 was 3,761,310 for the United States and Canada; for the same period in 1934 —2,713,645; in 1933—1,902,154.

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Little Lessons In Selling

THE SALESMAN'S MEMORY FOR PRICES

By John T. Bartlett

The management of a large house reports an interesting pricing test system. The concern handled upwards of 1,000 items, on many of which there are rather frequent price changes. It is a memory feat in itself to remember over 1,000 prices. Skill required is tripled by the condition of constant change.

Irregularly, the supervisor checks each salesman's knowledge of prices. Fifty items are called off at random. Each mistake penalizes the salesman two points. Any grade below ninety is considered unsatisfactory.

I was shown the data on a recent test. There were very few grades of ninety or below, many between 94 to 98 shown. And there were perfect records, too.

I was told that the test plan has resulted in great average improvement in the sales force.

Other houses should use the plan; but if your house does not, Brother Salesman, apply it to yourself. Get the wife, a friend, or another salesman, to call off items at haphazard. See how well you know your prices.

There are several reasons why a salesman should have perfect command over price information. When a price inquiry is answered instantly, with confidence, the prospect has confidence in the price. Buyers always are suspicious when salesmen don't remember the price, and have to look it up.

Second, the quick response saves times. Third, it shows the prospect that the salesman knows his stuff.

How does a salesman develop a good memory for prices? Most important is the determination to remember. Straight memorizing—the sort of thing that school children are taught to do—will do the rest. With a competent salesman, price memorizing should become a habit, carried out without conscious effort.

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IMPORTS AND EXPORTS

Imports into U. S. A.

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

Unmanufactured Asbestos.

	Oct. 1934 Tons (2240 lbs.)	Oct. 1935 Tons (2240 lbs.)
Africa (Br. S.)	154	263
Africa (Egypt)	89	.....
Canada	10,379	15,397
Cyprus, Malta & Gozo	185	319
Italy	1	67
Soviet Russia	511	1,146
United Kingdom	7	114
	11,326	17,306

Tablulation of Crudes and Fibres:

Crude (Br. S. Africa)	154	263
Crude (Canada)	165	147
Crude (Italy)	7	1
Crude (United Kingdom)	1	114
Mill Fibre (Canada)	2,996	5,363
Mill Fibre (Soviet Russia)	.....	984
Lower Grades (Africa - Egypt)	89	.....
Lower Grades (Canada)	7,218	9,887
Lower Grades (Cyprus, Malta & Gozo)	185	319
Lower Grades (Soviet Russia)	511	162
Lower Grades (Italy)	.....	66
	11,326	17,306
Value of Unmanufactured Asbestos	*$323,829*	*$565,916*

Manufactured Asbestos:

	Oct. 1934 Value	Oct. 1935 Value
Austria	114	1,913
Belgium	1,513	.....
Canada	5	49
Germany	2,760	543
United Kingdom	936	10,670
	$5,328	$13,175

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ASBESTOS

Exports from U. S. A.

Exports of unmanufactured asbestos during October 1935 totaled 139 tons, valued at $14,090: compared with 98 tons, valued at $6,244 reported in October 1934.

Exports of Manufactured Asbestos Goods:

	October 1934		October 1935	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	101,899	$9,067	105,676	$10,860
Pipe Covering and Cement	316,609	14,067	195,478	10,512
Textiles, Yarn and Pkg.	121,905	58,153	148,958	60,827
Brake Lining—				
Not Molded	172,065[1]	26,540	126,987[1]	19,562
Molded and Semi-molded	.....	52,936	.....	54,198
Magnesia and Mfrs. of	193,087	11,823	134,118	8,851
Asbestos Roofing	2,630[2]	8,525	1,907[2]	12,873
Other Manufactures	213,735	13,210	252,560	25,782

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

Imports and Exports by England.

Imports of Raw Material

	November 1934		November 1935	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Africa (Rhodesia)	918	£21,181	972	£22,270
From Africa (Union of S.)	304	5,545	1,304	23,469
From Austria	6	34	.....	.....
From Australia	..	....	26	402
From British India	3	151	.....	.....
From Canada	931	13,554	1,246	17,199
From Cyprus	..	.....	41	514
From Finland	26	167	.....	.....
From Italy	32	213	10	442
From Soviet Russia	52	830	114	1,910
From U. S. of America	27	388	11	787
	2,299	£42,063	3,724	£66,993

Exports of Asbestos Manufactures:

	November 1934		November 1935	
	Cwts.	Value	Cwts.	Value
To Irish Free State	2,301	£1,840	3,843	£4,283
To British India	1,686	6,695	5,951	8,583
To Australia	1,243	6,979	890	6,330
To Other British Countries	7,453	14,251	20,048	23,199
To Netherlands	692	3,711	1,260	4,756
To Belgium	562	3,041	477	3,338
To France	670	2,628	519	2,738
To Italy	547	2,870	193	3,047
To Other Foreign Countries	11,182	27,083	11,200	3,143
	26,336	£69,098	44,381	£86,417

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Exports of Raw Asbestos from Canada.

(Figures by Dominion Bureau of Statistics)

	November 1934		November 1935	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	1,668	$110,382	1,002	$58,805
United States	4,017	181,905	6,761	329,517
Australia	146	7,210	273	13,300
British India	.....	.....	20	1,000
Belgium	575	30,975	490	26,396
France	921	49,807	298	20,650
Germany	360	35,744	1,103	105,808
Italy	313	32,350	.....	.....
Japan	712	25,162	35	1,102
Netherlands	108	10,160	119	8,625
Poland	33	1,279	.....	.....
Spain	....	.....	173	9,521
Uruguay	....	.....	25	2,250
	8,853	$484,974	10,299	$576,974
Sand and Waste—				
United Kingdom	714	$15,233	384	$7,179
United States	8,111	106,961	10,162	159,041
Argentina	.....	.....	15	148
Australia	180	2,700	.....	.....
Belgium	120	3,130	225	4,132
France	200	3,600	80	1,820
Germany	.....	.....	216	4,476
Italy	156	3,522	.....	.....
Japan	110	1,530	.....	.....
Netherlands	....	.....	90	1,980
Poland	30	690	.....	.....
Puerto Rica	30	297	30	297
Venezuela	....	.....	5	54
	9,651	$137,663	11,207	$179,127
	18,504	*$622,637*	*21,506*	*$756,101*

ASBESTOS STOCK QUOTATIONS

			December 1935		
	Par	Div.	Low	High	Last
Asbestos Corpn. (Com.) New V.T.	np	–	14½	18	18
Certainteed (Com.)	np	–	7¾	15⅜	15⅜
Certainteed (Pfd.)	100	7	65	88¼	88¼
Johns-Manville (Com.)	np	–	87½	95½	95½
Johns-Manville (Pfd.)	100	7	122¼	126½	125
Raybestos-Manhattan (Com.)	np	60c	27⅞	30¼	30¼
Thermoid (Com.)	np	–	8½	10½	9⅞
Thermoid (Pfd.)	100	7	62	69	67½

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NEWS OF THE INDUSTRY

Birthdays. The birthdays of various men in the Asbestos Industry which occur during the next thirty days are:

Henry W. Grebe, President, Central Asbestos & Magnesia Co., Chicago, Ill., January 21st.

G. D. Crabbs, President Philip Carey Mfg. Company, Lockland, Cincinnati, Ohio, January 22nd.

Capt. J. G. Ross, General Manager, Asbestos Corporation Limited, Thetford Mines, P. Q., Canada, February 1st.

H. O. 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.

To all these gentlemen we extend congratulations and best wishes.

Philip Carey Manufacturing Company. The board of Directors declared a quarterly dividend of one and one half per cent on the Preferred Stock of the Philip Carey Manufacturing Company, payable December 27th, 1935, to shareholders of record as at the close of business December 20th, 1935.

Asbestos Corporation of Canada called for redemption on January 1st, 1936, at 105 and accrued interest, all of its outstanding 5 per cent first mortgage bonds, which normally mature in 1947. These bonds are payable in Canadian funds, American dollars or English Sterling.

At the end of 1934 the Company had outstanding $164,400 of these 5 per cent mortgage bonds. This compares with the original issue of $3,000,000 made in 1912. The bonds are secured by a mortgage on all properties of the company and the obligation was assumed by Asbestos Corporation Limited.

Asbestos Corporation Limited has reserved sufficient general mortgage income bonds for the exchange or refunding of the outstanding bonds of this issue. While there has been no official statement as to the manner in which the Asbestos Corporation of Canada bonds will be redeemed, it is likely that the company will be able to effect the redemption of this issue thru its own cash resources.

With the redemption of Asbestos Corporation of Canada first mortgage bonds, the general mortgage bonds of Asbestos Corporation Limited will continue to rank as a secondary charge against certain of the properties for in addition to Asbestos Corporation of Canada bonds, there are outstanding in the hands of the public, $368,379 of Thetford Vimy Limited and $125,000 of Maple Leaf Asbestos Corporation, 7 per cent first mortgage bonds, both due 1944. These are underlying obligations of the

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properties concerned and are payable in Canadian or New York funds.

Turner Brothers Asbestos Co. Ltd. of Rochdale, England, has recently published a very nice catalog covering a few of its many asbestos products. Most of the products described in this catalog are textiles or packings. Bound in cloth and well illustrated, partly in color, this catalog is a most attractive addition to our library of asbestos advertising literature. Anyone interested may examine this catalog if they are near enough to drop into our office.

Johns-Manville Corporation. The Power Specialist, a house organ published by Johns-Manville, recently contained a most interesting article "Asbestos Befriends the Machine". This article has been reprinted by Johns-Manville in brochure form under the title "Doctors of Packing" and, we are told by the Editor of the Power Specialist, a copy of this brochure is available to any reader of "ASBESTOS" by request addressed to Editor, The Power Specialist, Care Johns-Manville, 22 E. 40th St., New York City. The article is well worth reading.

Empire Asbestos Products, Inc., on January 2nd moved to Atlas Terminal, Building No. 3, 80th St. & Dry Harbour Road, Glendale, L. I., N. Y. The Company was formerly located at 376 Jerome St., Brooklyn, N. Y.

Article. "A Textile Dug from a Mine" by Frank A. Montgomery, Jr., is a really quite commendable general article on asbestos which has been appearing in current (December) newspapers. The only criticism which we could really make of this article is the phrase "the weaving of *dainty* cloths which will not burn".

Kenya Asbestos. The publication "East Africa", mentions in its November 28th number, under the heading "Kenya Asbestos", the following discovery of Asbestos: "An important find of asbestos is reported to have been made in the Mtito Andrei area near Mombasa. An E. P. L. has been taken out over an area of 8 square miles, production has already started, and the growth of an important industry is anticipated."

New Nigel Asbestos Co. was registered in London on April 28, 1930 with a nominal capital of £125,000. The objects were to acquire the assets of Nigel (Transvaal) Goldfields Ltd. and to work, among other things, asbestos deposits. The directors were W. N. Morrison of Epsom, Surrey; A. S. Elwood of W. Kensington, London; C. L. Smith of Rowington, nr. Warwick. The accounts to September 30th, 1935 show an expenditure on development, etc., of £3,344. It is stated that efforts have been again made to deal with Nigel Goldfields Ltd., but without success.

Emsco Asbestos Co., of Downey, Calif., have recently added three salesmen to its sales force. The Emsco-Jadson Co., effective Jan. 2nd, has opened a factory branch in Dallas, Texas on automobile products only. W. S. McClellan is Division Sales Manager in that territory.

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C. V. Smith of Thetford Mines, Canada, left New York on November 20th for a short trip to South America to investigate the Asbestos deposits in Venezuela.

Thermoid Rubber Company of Trenton, N. J., has acquired the Triplewear Brake Linings Corporation of Paterson, N. J. (formerly Durwyllan Company) according to announcement of F. E. Schluter, President of Thermoid.

It is stated that Norman Heil, President and William Heil, Secretary and Factory Manager of Triplewear, also junior executives, will affiliate with Thermoid. J. O. Camp, Sales Manager of Triplewear, will continue the management of sales of Triplewear products.

PATENTS

Grease Retainer. No. 2,022,304. Granted on November 26th to John H. Victor, Evanston and William A. Heinze, Chicago, Ill. Assignors to Victor Manufacturing & Gasket Co., Chicago. Application February 13, 1933. Serial No. 656,461. Description upon request.

Apparatus for Use In Cutting of Laminated Glass. No. 2,022,466. Granted on December 3rd to Charles E. Hess, Chicago, Ill., assignor to Libbey-Owens-Ford Glass Company, Toledo, Ohio, a coporation of Ohio. Application January 21, 1932. Serial No. 587,878.

A heating unit adapted to rest upon a substantially flat horizontal supporting surface while in use, including a plurality of supporting members connected together so that they are movable angularly relative to one another in the plane of said supporting surface and while resting thereupon, each member including a holder and an asbestos covering for a portion of said holder, and a heating element carried by said holders in contact with said asbestos covering.

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.

Top Notch. Serial No. 370,808. The Lehon Co., Chicago, Ill. Filed October 25th. For Asbestos Siding Shingles. Passed on December 10th.

Imperial. Serial No. 370,581. The Ruberoid Co., Boundbrook, N. J. and New York City. Filed Oct. 19, 1935. For Asbestos Pipe Covering. Passed on December 31st.

Watcocell. Serial No. 370,582. The Ruberoid Co., Boundbrook, N. J. and New York City. Filed Oct. 19th. For Asbestos Pipe Covering. Passed on December 31st.

Super Cell. Serial No. 370,583. The Ruberoid Co., Boundbrook, N. J. and New York City. Filed Oct. 19, 1935. For Asbestos Pipe Covering. Passed on December 31st.

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THIS AND THAT

The New A. S. H. V. E. Guide 1936 will contain a large amount of new and revised authoritative engineering data on the subjects of heating, ventilating and air conditioning increasing the Technical Data Section to 792 pages. Four new chapters have been added to The Guide 1935 to fulfill the requests for more detailed information on the subjects of Refrigeration, Drying, Electric Motors and Railway Air Conditioning.

Copies may be obtained from the American Society of Heating & Ventilating Engineers, 51 Madison Avenue, New York City, or thru "ASBESTOS".

To assist in Mayor LaGuardia's Noise Abatement Campaign (New York City) and to further Thermoid's campaign for safety and silence, the Thermoid Company of Trenton, N. J., has had 100,000 special stickers "Rely on your brakes instead of your horn" printed for distribution by the New York Police. Thermoid's name does not appear on these special stickers.

We understand that Italy has prohibited the importation of numerous articles from Canada, among which articles is asbestos.

The United States Court of Customs and Patent Appeals has just affirmed a decision of the U. S. Customs Court holding asbestos brake linings to be properly dutiable at 40% as manufactures of asbestos yarn under Paragraph 1501 (a) of the Tariff Act of 1930, rather than as parts of automobile under Paragraph 369 of that Act. The merchandise involved was described as "brake linings" imported in bales in running lengths ranging, according to the report of the Appraiser, from 200 feet to 1200 feet of various widths and thicknesses.

Will Asbestos firms who are in need of men—salesmen, engineers, etc., contact our office? Often we can supply names of men who have had just the experience you need.

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Just at present there is a man available who has had rather varied experience, with engineering training. He is not at present connected with the Asbestos Industry. If you need such a man please write us.

Leaders of the heating, ventilating and air conditioning profession and allied industries will gather at the Palmer House, Chicago, during the week of January 27th for the 42nd Annual Meeting of the American Society of Heating and Ventilating Engineers. At this meeting the results of many months research carried on at the Society's laboratories in the U. S. Bureau of Mines, Pittsburg, Pa., and at various cooperating institutions will be presented to the members for discussion.

The mid-winter meeting of the National Warm Air Heating and Air Conditioning Association will be held at the Stevens Hotel, Chicago, January 28 to 30 and a joint session has been planned for members of the Association and the A. S. H. V. E.

During the same week the 4th International Heating, Ventilating and Air Conditioning Exposition will open at the International Amphitheater, 42nd and Halsted Streets, Chicago, with displays by more than 200 industrial firms showing the latest developments in the field of heating, ventilating, air conditioning, refrigeration, piping and allied products and supplies.

"The Platform of American Industry," a presentation of sound business principles, including the resolutions and a summary of the reports adopted by the National Association of Manufacturers' Congress of American Industry on December 4 and 5, 1935, has been issued by and copies may be obtained from the National Association of Manufacturers, 11 W. 42nd Street, New York City.

We recommend it to our readers and suggest that you write for a copy.

If you have something that should be done before three o'clock in the afternoon, try to get it done before eleven o'clock in the morning. Then there will be no necessity for haste, which always means waste.

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● The Ruberoid-Watson Insulation Division, creators of Supercell, the new low pressure pipe covering, welcomes the opportunity to cope with your problems of controlling Btu's. *Headquarters,* 500 Fifth Avenue, New York, N.Y.

The RUBEROID Co.

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VALLEY FORGE

• PACKINGS •



HIGH PRESSURE STEAM—AIR—GAS



HEAVY DUTY STEAM—AIR—GAS



HIGH TEMPERATURE CONDITIONS



CENTRIFUGAL PUMP CONDITIONS



TWISTED VALVE STEM



GENERAL UTILITY



ACIDS, CAUSTICS AND CHEMICALS



HOT OILS



L. P. STEAM—HOT & COLD WATER—AMMONIA—OILS



L. P. STEAM—HOT WATER AND LIGHT OILS



L. P. STEAM—HOT WATER AND AMMONIA



L. P. STEAM—HOT OR COLD WATER & AMMONIA



HYDRAULIC COPPER



AMMONIA, BRINE FREON & OILS



INSIDE PACKED PUMPS



HYDRAULIC FLAX

SHEET PACKINGS·GASKETS·PUMP VALVES

EHRET MAGNESIA MFG. CO.
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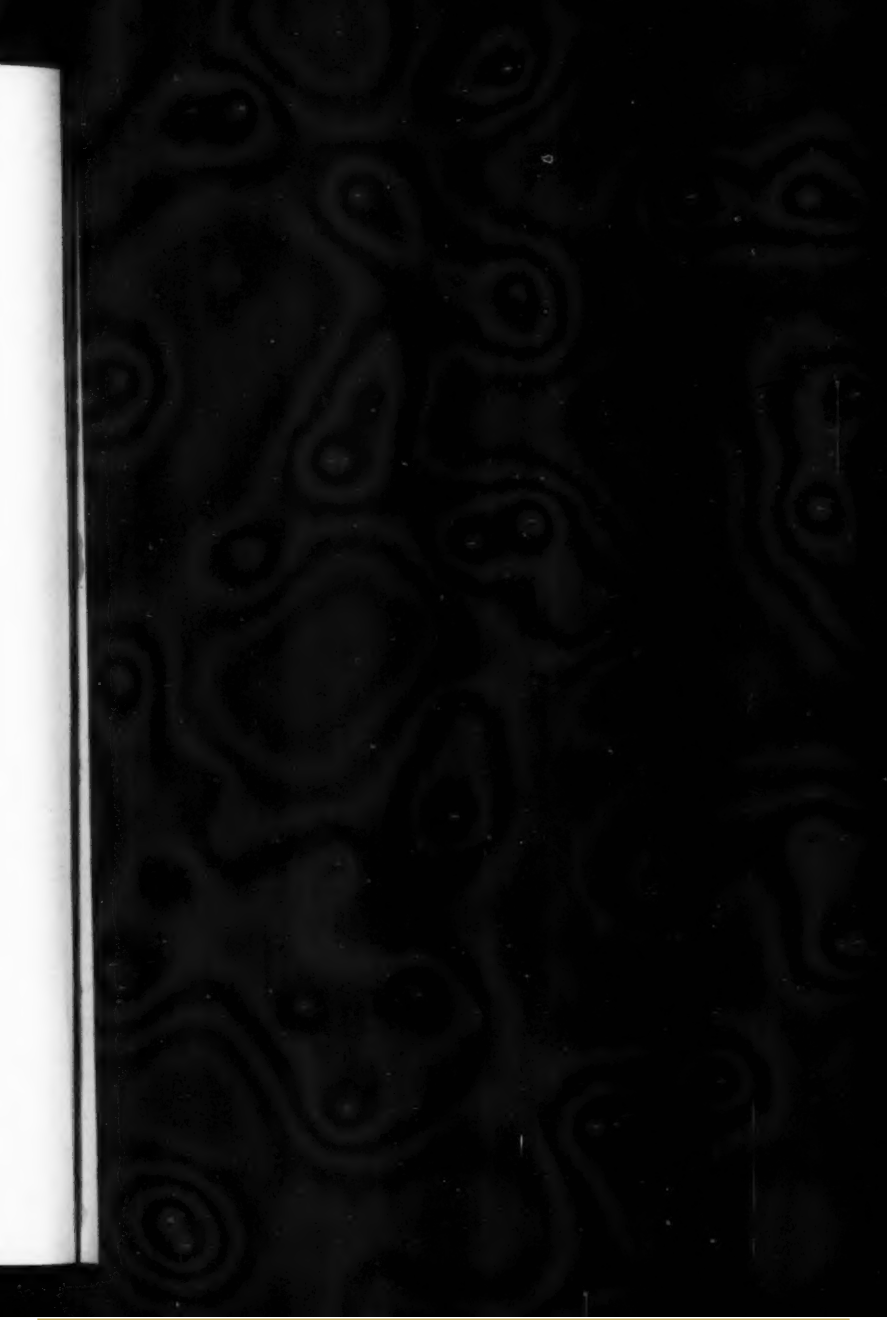
AIM FOR 1936

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