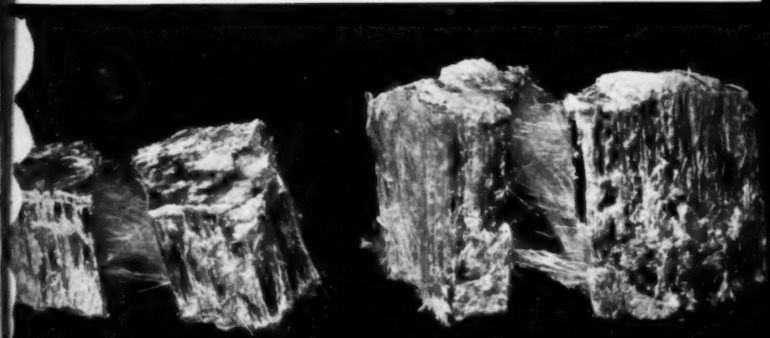
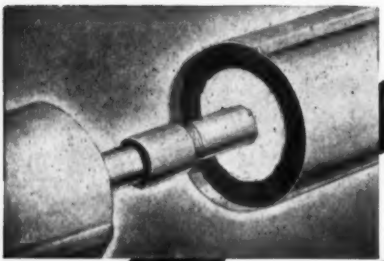
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A MONTHLY MARKET JOURNAL DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER, *EDITOR*

PUBLISHED BY SECRETARIAL SERVICE

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ASBESTOS-CEMENT PRODUCTS

The last in the series[1] of articles on the history of the Asbestos Manufacturing Industry

Perhaps no part of the asbestos industry is quite so interesting as that of asbestos-cement products. Beginning with the asbestos-cement shingle, invented by Ludwig Hatschek, an Austrian, in 1900, the Industry now makes five separate and distinct materials—shingles, flat sheets, corrugated sheathing, wallboard and pipes.

The Asbestos Cement Shingle was the father of the others[2]; after the proper method of combining Portland Cement and asbestos into a thin sheet was discovered, the making of different types of these asbestos-cement products was comparatively easy.

The growth of the asbestos-cement business from the first has been truly remarkable. The material appeared to find almost instant approval, rather odd when we consider that most roofings at that time were of natural materials—slate, wood, thatch—rather than manufactured. In fact the sales increased so rapidly that the inventor discontinued the production of asbestos packings and other asbestos materials, so that all of his factories might be devoted to the making of asbestos-cement shingles.

While the Hatschek process was, we understand, the original method of making asbestos cement shingles, this process being known as the laminated method, just a little later, about 1905, C. L. Norton[3] perfected another process, known as the homogeneous process, for making the same material. We will endeavor to give you some of the early history of these two processes.

[1]See page 16 for titles and dates of publication of the other articles in this series.

[2]This is true only of the Hatschek process. The first Norton process made large flat sheets, and later a second process was developed by Mr. Norton for the making of the thin sheets used for asbestos shingles.

[3]Now Director of the Massachusetts Institute of Technology, Cambridge, Mass.

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The Hatschek Process.

According to a story which has since become legend, asbestos cement material, or rather, a thin sheet of asbestos-cement material, was really the result of an accident, it being claimed that a workman in one of the Hatschek factories, whose job it was to mix asbestos with clay to form asbestos cardboard, one day, either by mistake or for some less commendable reason, used Portland cement instead of the clay, with a resulting sheet very unsuitable as cardboard but with such qualities that it was recognized, by Hatschek himself we believe, as a material with wonder-



Ludwig Hatschek, the inventor of the laminated method of making asbestos-cement shingles, said to have been first used in actual manufacture in 1900. He departed this life July 15, 1914.

ful possibilities. No one, however, guarantees the truth of this story. It *is* known that a patent was granted (we believe in Germany) in 1882 for asbestos sheets stiffened with zinc oxide or zinc chloride, and in 1892 materials made of a mixture of Portland cement and asbestos were manufactured. In 1899 Simons & Bock filed a patent on sheets of asbestos, zinc oxide, Portland cement and a binder of wires.

It must be remembered that during this period, Ludwig Hatschek was manufacturing asbestos materials of various kinds—asbestos board, yarn, fabrics, rubber goods,

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and so on. In 1893 he took over an asbestos goods factory at Schondorf near Vocklabruck, Austria, which had changed proprietors four times within ten years. Hatschek had studied methods of asbestos manufacturing in England, France and Germany and not only was able to run his asbestos factories profitably but foresaw the possibilities of industrial development in the asbestos materials field.

He devoted much of his time to conducting experiments on the production of a roofing material, his aim being the production of an article from asbestos for which a large demand could be developed, and in the beginning of 1900 he succeeded in inventing a method of working asbestos in conjunction with Portland Cement in a pasteboard machine—by the laminated method.

At the time it was claimed by those who were considered experts in the manufacture of pasteboard that Portland cement, when brought into the pasteboard machine in conjunction with water would soon put the machine out of order. The fact that Portland cement when mixed with a very large quantity of water can be prevented from hardening and setting, without the cement losing its capability of setting at a later date, was unknown at that time, and this is really the secret which was discovered by Hatschek.[1]

In other words, quoting from the book "Asbestos" published by Becker & Haag in 1928, "By working the cement and asbestos mixture with an extremely great quantity of water, the possibility of hardening the binding material was not destroyed and decomposition did not occur; on the contrary there ensued a peculiarly solid union, a sort of bubbling up of the mixture in a cement. There remained plenty of time to drain the product of water, to mould it into plates or other forms, and then to let these half finished articles harden gradually.

"Once the knowledge was acquired, there was no machinery so well suited to the execution of the new process

[1]It is said that the employment of the cardboard cylinder machine for the manufacturing of asbestos-cement sheets was invented by several persons at the same time but that Ludwig Hatschek was the only one who perceived the fundamental qualities of the material which make it suitable for roofing. "ASBESTOS" does not claim that this statement is correct.

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as that used in board mills. Here too the pulp mixed with large quantities of water is kneaded and opened, and then washed again in plenty of water, to be drained later in cylindrical sieves, carried to the moulding machine, cut to the proper thickness, taken off and moulded to any form. The use of this apparatus for a perfectly analogous process is Hatschek's second basic invention. His fortunate solution may seem obvious. At that time, as a matter of fact, the plan of working a board mill with a mixture of rapidly settling materials was so audacious that it could be denied neither public recognition nor patent protection."

The Norton Process.

We will let Mr. Norton tell his own story of the invention of his process:

"I believe my first contact with the problem of making asbestos boards and shingles came in 1897 when the late Edward Atkinson, one of America's greatest fire underwriters, came into my laboratory and gave me, then an instructor in Heat Measurements at the Massachusetts Institute of Technology, a long account of the tremendous losses resulting from the use of wood in the industrial works of this country. His estimate at that time was that the fire losses very largely caused by or associated with the use of wood, amounted to two or three hundred million dollars a year, and he urged me to devote all my energies to finding a workable but unburnable substitute for wood. Soon afterwards he sent me some samples of Uralite made in England under the Imschenetzky 1899 patents. (I have some of these samples, which have been in the weather most of the time for the past thirty years, and they are still in satisfactory condition.) He also sent me some samples which came from Austria, and appeared, upon analysis to be made by the process previously referred to, for which patent was granted in 1882. This process was the invention of Junius Nagel, an Austrian, who took out United States patent in 1884 for asbestos sheets hardened with oxide of zinc and aluminum sulphate.

"From then on, I spent a great deal of time trying to simulate, from materials which would not burn, a structure

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which might be a reasonable substitute for wood. I worked, with many interruptions, upon the problem, but without any very great progress, until 1903. The greatest difficulty up to that time had been the excessive cost of everything that had been suggested as a result of laboratory experiments. Between 1903 and 1905 I was able to make much better contact with the American and Canadian asbestos producing companies and began to find means to bring down the cost.

"The first samples of asbestos and hydraulic cement mixtures made by me were compressed in a little press made for extracting fruit juices, bought from the local dealer in domestic hardware. Immediately afterwards a



C. L. Norton, whose homogeneous method asbestos-cement materials were first produced in 1905.

fifteen ton jack screw was called into service and sheets were made about one foot square, and later, securing the help of a local rubber manufacturer who had a press about one yard square, I succeeded in forming some sheets 2 inches thick, and bore them back to the laboratory upon the trunk-rack of a dilapidated two-horse hack, the only vehicle available in the early hours of the morning when we succeeded in getting our first finished sheets.

"The method of forming these sheets was the same in

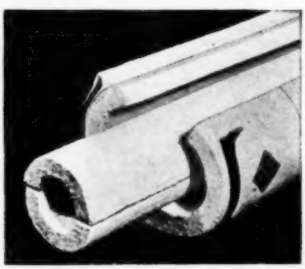
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all cases, being a pressure filtration of the mass of fibre and cement. Patents were applied for by me covering this process, and in 1905 manufacture was started by the Asbestos Wood Company of Nashua, N. H. Most of the incidental development following the setup of the process was carried on in the laboratories of the Massachusetts Institute of Technology in Boston, where I still remained a professor, altho in active charge as head of the commercial enterprise at Nashua, New Hampshire. Early during the period of commercial development, W. R. Seigle, and the late T. F. Manville, were associated with the enterprise, and to their energy and sagacity much of its success was due.

"The process consists essentially in making a plastic mortar-like mixture of asbestos and a suitable hydraulic cement, flowing it upon the filter bed and then pressing it with a very heavy pressure. By this method sheets several inches thick, which are substantially homogeneous thruout, can be readily formed. The first sheets produced commercially were 36"x48" and later much larger sheets were manufactured by the process. Several types of hydraulic cement were used and boards were made which were given special characteristics, some being suitable merely for structural purposes, others for electrical insulation work.

"One of the limitations of the process was the difficulty and expense of making very thin sheets of large area, and in 1908 a second process was developed, especially intended for the manufacture of thin sheets such as shingles. The process was patented by me in 1910, and consisted essentially in making a dry mix of asbestos and cement and spreading it upon a belt in a uniform fluffy layer confined at the edges, then compressing it dry as the belt and its ribbon of dried mixture passed between rollers, giving a heavily compressed dry sheet. This dry layer travelled along further thru the machine, being moistened and subsequently rolled again while damp, into a thin sheet; then heavily rolled to a consistency very much like wet leather. This ribbon was cut off into suitable squares, piled up and pressed in the usual manner

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between steel plates. The two processes have been used continously up to the present time."

Early Use in the U. S. A.

Asbestos Shingles were introduced into the United States by Dr. R. V. Mattison, of Ambler, in 1903, and early in the summer of that year, were applied to a building (water tower) on Dr. Mattison's estate, where they still remain, apparently as good as the day on which they were applied.

Next came the large flat sheet of asbestos-cement material, for which many uses have been found, the first "flat sheathing" as it was called being also produced in Hatschek's factory. Just how the first flat sheathing was used we have been unable to learn, but at the present day it is used in connection with electrical apparatus, as linings and partitions in buildings, as exterior sheathing on houses, for portable houses or small buildings, for the construction of motion picture booths, hoods over machines or vats, laboratory table tops, and many other places where a fireproof lining or sheathing is required.

Besides the plain flat sheet there is made what is known as an "ebonized" sheet. This is made by impregnating the plain sheet of asbestos cement with certain agents which make it black in color, and better adapted for electrical work than the plain sheet.

From flat sheathing to wallboard was not a very remarkable development. The flat sheathing itself was often used as a wallboard; material of the same general type but finished more attractively was next developed, and today finish (or appearance) of asbestos wallboard is really the most important factor in its manufacture, at least from a sales standpoint. A number of different finishes are on the market, some simulating tile, some marble or wood, others being original with the manufacturer of asbestos wallboard, the chief aim being to make a material suitable for interior decoration less costly than marble and tile, for which practically an unlimited number of uses can be found in inexpensive homes, small business places such as restaurants, and so on.

The idea of asbestos corrugated sheathing, which is an

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asbestos cement material designed to replace galvanized iron on industrial buildings, and is made in large sheets and corrugated, originated in Ambler and the first sheets of sheathing were produced in Dr. Mattison's factories at Ambler in 1905. This first asbestos corrugated sheathing was made with a reinforcement of wire mesh thru the center, but it was found later on that a somewhat thicker sheet of asbestos cement without the reinforcement, gave better results. The original design of the material was changed somewhat in later years, the corrugations being made wider by some of the manufacturers, but the material has never lost its popularity. It is recognized as one of the best materials for use on industrial buildings, both as roofing and siding.

Asbestos-Cement Pipes were first made in 1913 in the factory of Eternit Pietra Artificiale, Genoa, Italy, they being an invention of Engineer Diego Maci, and Engineer Adolfo Mazza, the former the Chairman and the latter the Managing Director of that Company.

The basic Asbestos-Cement material used in the pipes is made by the Hatschek, or what is known in Europe as the "Eternit" process, but the inventors of the pipes have gone a step farther and perfected a machine which is patented, for the manufacture of an asbestos-cement material in tube-like form which will withstand pressure.

It can readily be seen that it requires much more ingenuity to apply pressure to a tube-shaped article than to a flat sheet especially when the pipes must be perfectly round thruout their length, equally thick at all points, equally pressed in every part and therefore equally resistant to the stress (water or other pressure) to which they are subjected when in service.

The manufacture of Asbestos-Cement pipes in the United States did not begin until 1929, the first shipment of such pipes being made in 1930.

Asbestos-Cement Pipes are suitable for carrying liquids, such as hot or cold water, brine and various process liquids and solutions under pressure. They are also suitable for use as flue pipe; have been used for special purposes such as fire protection over electric cables and power leads. Their chief advantage lies in the fact that

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they are free from corrosion and tuberculation.

So rapid was the growth of the asbestos cement business in the early years that manufacturers did not have time to give much thought to any but its utilitarian advantages—durability and fire resistance. During recent years however, it has been recognized that improvement in attractiveness, particularly of asbestos cement shingles and wallboard, would result in a wider demand for those materials.

The color of asbestos cement shingles was first considered. The first shingles were made only in the soft gray color of the cement and a little later a rather brilliant red and a bluish black were added. For a number of years these three colors were the only ones obtainable. Now, however, many colors are made, mostly in soft shades which blend together and are often used in combination, producing very beautiful mottled effects.

Architects, however, were not satisfied with the mere addition of artistic colors, and demanded "shadow", preferring the heavy tiles or other probably less durable roofings to the thin, durable asbestos-cement shingle which lacked this, to architects at least, all important feature. This caused manufacturers to awaken to the fact that they could capture a very large and higher class market held at that time exclusively by tiles and other heavy materials, simply by supplying "shadow" effects, using heavier and thicker sheets of asbestos cement, with various markings on their upper surfaces, the idea being to imitate "hand hewn" wooden shingles or other "colonial" effects—in other words to simulate the old in the new fireproof and long lasting material.

Another step in the marketing of asbestos-cement shingles was the development of the siding shingle. At first the regular roofing shingle was tried out as siding, to replace stucco, plaster or clapboards. The fact that asbestos shingles never need be painted was a good selling point when recommending them for sidings of houses or other buildings. Manufacturers began to see the large potential market open to them thru the use of asbestos cement shingles as siding, and so came about new shapes and types more suitable for siding purposes than the ones

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used for roofing and giving attractive appearance.

Experimentation is still going on in connection with all types of asbestos cement materials; new types, new colors, or other attractive features are being constantly developed and put on the market.

The potential market of the asbestos cement industry is almost unlimited.

This completes the series of articles giving the History of the Asbestos Manufacturing Industry. The other articles in the series, with their dates of publication were:

Early History—August 1935, page 2.
The Beginning in the U. S. A.—Asbestos Textiles and Asbestos Brake Lining—October 1935, page 10
Packings—November 1935, page 2
Paper and Millboard—January 1936, page 12
Insulation—May 1936, page 2

Much more could, of course, be written on this subject; the series is really a mere outline. Experiments at the present time are being conducted which will no doubt add a great deal to the history of asbestos manufactured products during the next five years.

Asbestos products have become a very great part of our industrial progress; they will continue to play a more and more important part in the growth of industry. The durability of asbestos, its fireproof qualities and other lesser characteristics will continue to protect us in various ways. Those ways will be faithfully recorded by "ASBESTOS" as they develop.



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FILTRATION OF WINES--
Metals a Problem

By C. Hamilton Bloomer, Jr.

Asbestos is undoubtedly the best material for use in the filtration processes of the wine industry. The filtrate is of incomparable brilliance when asbestos is used. And if the filtration is carried out with a very compact asbestos mat or disk and sufficient pressure is used, the filtrate is also germ-proofed. This combining of the filtration and germ-proofing operations, which is not possible with the ordinary pulp or earth filters, results not only in a saving of time but also does away with the necessity for a pasteurizer.

Altho the advantages of filtration thru asbestos seem very great the method is not used in large scale operations in very many of the wineries of California. The reason is partly *cost* but chiefly the fear of contaminating metals.

Analysis of one foreign and several domestic samples of asbestos disclosed that there was more than enough iron and aluminum present in these samples to cause cloudiness in wine filtered thru them. The principal offending metals are iron, tin, calcium and aluminum. As little as five milligrams of iron per liter of wine can cause the typical "ferric casse" cloudiness. A very much greater amount of aluminum must be present to cause a cloud, but once in the wine it is extremely difficult to remove; in fact most wineries cannot remove it at all.

This fear of metallic contamination is such that a great many wineries are using forms of diatomaceous (infusorial) earth, in spite of the fact that the taste of the earth is perceptible to the expert. The harmful round type diatoms are also carried over into the filtered wine.

Obviously, if asbestos of uniform quality, containing no harmful concentrations of metals, could be obtained at not too great a cost, the use of it by the wineries would increase because of the manifest advantages of filtration thru asbestos. The product would have true brilliance, not just clearness; it would be germ-proof and there would be no taste of foreign matter in the finished product.

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MARKET CONDITIONS

General Business.

Trade and industrial activity continued to make a highly favorable showing during July, notwithstanding the drought which has taken a heavy toll of the nation's crops. Although the month is normally one of considerable seasonal slack in industry, manufacturing operations have been prolonged well beyond the usual time of Summer decline, so that final production figures for the period are expected to make an unusually good comparison with those of previous months and of a year ago. Wholesale buyings for the Fall season, which commences in July, has been gratifying.

Summer resorts, railway and steamship bookings bear uniform testimony to the fact that people have money and are willing to spend it.

In general, the picture presented by business is an encouraging one, and but for the drought and the threat of labor trouble in steel and certain other industries there would be little disposition to question optimistic forecasts for the balance of the year. As it is, the weight of opinion to date evidently has been with the optimists, for not only has buying of Fall merchandise been in large volume, but the stock market has made a vigorous advance into new high ground apparently in anticipation of further improvement in business profits.

Asbestos. Raw Material.

One comment on the raw asbestos market reads:

"The markets for raw asbestos crudes and fibres, continues strong. Shipments of Canadian Asbestos for the first seven months of 1936 are well in advance of the total for the similar period of 1935.

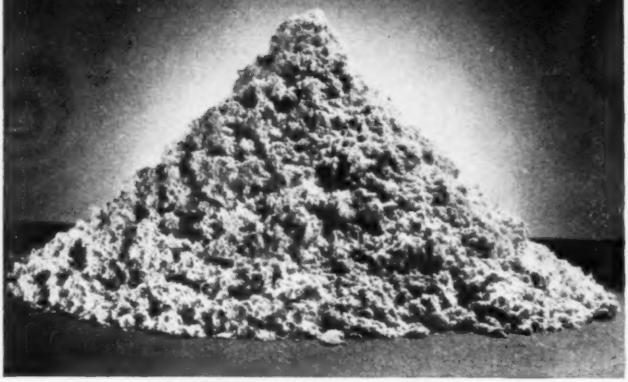
"Orders are particularly heavy for Asbestos Fibres utilized in various branches of the building industry; and these heavy orders emanate not only from the United States, but also from the various foreign markets of the world. Prices are very firm."

And here is another:

"Imports of raw asbestos from all sources continue to

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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 PRODUCTION CO.

INCORPORATED

HYDE PARK, VERMONT

Sales Office, 500 Fifth Ave., New York City • Mine, Eden, Vt.

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show a decided increase over last year. It is most likely that the Canadian Mines will not slow down their production during the winter months as the present demand should keep them operating at full production without any curtailment.

"No new sources of supply are on the horizon and prospects which seemed to have earmarks of a substantial tonnage appear to have disappeared entirely.

"While there will be no great advance in prices on Raw Asbestos the present demand indicates firmer prices with a decided rising tendency on some grades."

Asbestos. Manufactured Goods.

Insulation. High Pressure. Demand for High Pressure Insulation materials continues to gather some momentum altho volume is greatly behind the general business index. Prices are quite firm.

Insulation. Low Pressure. This market is showing a little pickup, partly seasonal and also increased volume because of building operations. The outlook is more favorable at present than it has been for some time.

Paper and Millboard. The usual seasonal demand for paper is showing and prices are firm.

Asbestos-Cement Products. The demand for asbestos-cement shingles, particularly sidings, continues to keep somewhat ahead of production, with the result that in this very active season shipments generally are considerably behind orders. Prices remain firm and the industry is enjoying the best year in its history.

The demand for the industrial items such as corrugated and flat asbestos cement sheets has also run well ahead of last year.

The above comments are the opinions of various men in the Asbestos Industry who are in close touch with the respective markets. All comments are welcome.

NEW LEGISLATION

Since June 19, 1936 the Robinson Patman Act makes it unlawful, subject to fine, imprisonment and/or triple damages, to discriminate in price between customers who compete with each other. We cannot go into detail but

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in all earnestness urge everyone doing any kind of business whatsoever, to become familiar with the provisions of this Act.

Since 1934 the Vinson Act has required the return to the U. S. Government of all profits in excess of 10% made on sales or contracts exceeding in value $10,000, by anyone to the U. S. Navy. This Act was amended on June 25, 1936, in some minor respects but anyone selling $10,000 or more on one order or contract should look this one up quite carefully.

Since June 20, 1936 the Walsh Healey Act stipulates minimum wages, hours, age limits and a host of other limitations on vendors of any goods to any Federal Agency, Permanent or Temporary, and vests authority in the Secretary of Labor to determine compliance or otherwise.

Every manufacturer, rehandler and buyer should get in step with all these enactments, because the Robinson Patman Act makes the buyer who accepts a discriminatory price, equally responsible with the seller.

CAPT. ROSS RETURNS--

and comments on European conditions as he saw them

Capt. J. G. Ross, Manager of Asbestos Corporation Limited sends us the following comments upon his return from Europe on August 1st:

"Manufacturing plants engaged in the production of asbestos goods in Europe, are, generally speaking, running at capacity. Consequently there is a good demand for all grades of asbestos fibre.

"Business conditions in Great Britain, Germany and Italy show an improvement over last year. In England, the building boom appears to have passed its peak, but the iron and steel and shipbuilding industries are much more active.

"There seems to be a slight tendency toward freer trade among nations."

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CONTRACTORS AND DISTRIBUTORS PAGE

"Wheaties" and Insulation

All of you have read the attractive and convincing advertising featuring "Wheaties" as a breakfast food. Most likely many of you have given it a trial and eat it regularly.

Insulation plays a large part in the manufacture of these palatable wheat flakes.

General Mills, Inc., the manufacturers of "Wheaties" not so long ago insulated one of their ovens with 1" thick Sponge Felt sheets, of Johns-Manville make, finishing the installation with ½" coat of cement and a canvas jacket. The installation was made by the Asbestos & Magnesia Materials Company of Chicago.

The oven was heated by gas and the installation made as a trial to learn whether much saving was effected.

The results were so satisfactory and the saving so far beyond the expectations of the owners that 21 additional ovens (approximately 6000 sq. ft. of surface) were later insulated in the same manner as the trial one.

Insulation or some other asbestos product is found to be back of the manufacture of many, perhaps we might say most, of the things we use every day. In many cases the asbestos products make possible great savings in the cost of manufacture, meaning that all of us benefit, either directly because of the lower cost of the things we buy, or else by being able to have various foods or household goods or appliances which otherwise would be far too expensive for the most of us or perhaps so expensive that they would not have sufficient popular appeal to be placed on the market at all.

"Savings depend on good installation as well as good insulation".

A Slogan for the Insulation Contractor

A suggestion has been made that a slogan be adopted for use on our Contractors and Distributors Page, and for use by Insulation Contractors thruout the country, which will contain the idea that installations of insulation should be done by reputable insulation contractors, or that it's as much a matter of good application as of good insulation material which makes a really good job.

For instance something like the one in italics on page 24 of our July issue "Insulation is only as good as its installation," or:

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"Let experienced insulation contractors do your insulation work", or as on page 24 of this issue:

"Savings depend on good installation as well as good insulation."

Send in *your* idea of a slogan; we will publish all slogans received, giving credit to the senders.

Then one slogan will be selected to be used by the Insulation Industry and this can be placed on advertising matter, letterheads or other printed matter and will be used each month on our Contractors and Distributors Page.

Send in the slogans promptly so that they reach us not later than September 15th. If possible winners will be announced in the October number.

Building

Not since May 1931 have the building of new homes and the modernization of old dwellings been as active as it is today. For June the volume of residential building, both new and alterations, amounted to $73,064,600 in the 37 eastern states according to F. W. Dodge Corporation. This was almost 5 per cent better than the May 1936 figure of $70,253,400, the previous high point of the remaining period and was about 48 per cent ahead of the total of $49,832,600 reported for the 37 states during June, 1935.

For the first half of 1936 residential building of all descriptions, totaling $334,844,600, made a gain of about 61 per cent over the total of $208,173,600 for the corresponding period of 1935.

Improvement in home-building operations was general thruout the country with every major geographic area sharing in the general advance.

Total construction of all descriptions reported in June for the 37 eastern states amounted to $233,054,600 and compares with $216,070,700 for May and $148,005,200 for June of last year. The gain over the volume of the previous month was due to improvement in residential building and in civil engineering projects, chiefly bridges, highways, and dams. Non-residential building reported for June, amounting to $79,078,900 was smaller than was shown for this class of construction in May, but was materially better than the total of $59,035,800 for June, 1935.

The total volume of construction work started in the 37 eastern states during the first six months of 1936 amounted to $1,237,731,000 as against only $696,507,000 for the corresponding six months of 1935.

In Canada construction contracts awarded thruout Canada during June totalled $20,803,400, according to MacLean Building Reports Limited. This compares with $14,962,800 in May and $18,521,400 in June, 1935. Contracts awarded during the first half of 1936 amounted to $77,708,500 compared with $75,594,500 in the corresponding period of 1935 and $60,916,700 in the first six months of 1934.

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THOSE MENTAL HAZARDS--

Get Rid of them! Another Little Lesson in Selling

By John T. Bartlett

"He didn't know he couldn't do it—so he went in and did it."

That has been said of beginning salesmen hundreds of thousands of times. Psychologists who have studied practical salesmanship say that one of the greatest assets the good beginner has is a lack of mental hazards—the things he thinks he cannot do. And they say that the great handicap of old salesmen is possessing many mental hazards. Said one expert—

"How does the typical salesman wear out, and quit or be discarded? Why, he constantly learns things that 'can't be done'. His ship becomes so encrusted with barnacles that it simply won't navigate with any effectiveness."

The other day I talked with one of the world's greatest trout fishermen. He astounded me by declaring that, if the fisherman had the skill, he could catch trout under practically all of the conditions that many fishermen regard as disastrous to fishing. It is because he understands this that he is one of the world's greatest fishermen!

So it is that, laughing at common mental hazards, good salesmen know they can sell in any kind of weather; that it is quite possible to sell Saturday afternoon, and evenings, if necessary; that it is as easy, sometimes easier, to sell a big order as a small one; that there is no necessity at all for a salesman, who will take good care of himself, going stale.

"Our competitors have that account sewed up". This is one of the great mental hazards of older salesmen. Because another house has secured a certain buyer's business a number of times in a row, they decide it is useless to spend time on that account.

The fact may be that, just as the salesman decides to

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leave an account alone, and "save his time", the buyer may be on the edge of changing his source.

Instead of looking for things he cannot do, a salesman should enthusiastically search for things he can do. If he will shift his thought to the latter, automatically he will find himself eliminating first this mental hazard, and that one—thru the device of accomplishing the result in some special way.

A salesman is as old as his mental hazards! Stay young!

TIRE FABRICS

Is Asbestos Yarn Being Used in Automobile Tires?

Some years ago we remember asbestos yarn was tried out in the manufacture of cord tires for automobiles, but apparently the experiments at that time were not successful.

Inquires now reach us which would indicate that experimental work is again being done in connection with the use of asbestos yarn or cloth in tire fabrics.

If anyone in the Asbestos Industry has heard of such experiments, please write us immediately, particularly as to the person, firm or laboratory carrying on such experiments, or, if permissible, as to the experiments themselves.

Perhaps the work is not yet far enough developed for anything to be published—if so any information given us will be kept entirely confidential until it is ready for publication.

If successful, the use of asbestos yarn in automobile tires would certainly result in the use of many tons of asbestos, and the Asbestos Industry therefore should do everything possible to further such experiments.

The powerful man is least secure, because he makes so many enemies.

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Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines)

	May 1936 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co., Ltd.)	379.00	£ 5,533	8	..
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,651.50	53,708	4	4
Victoria District				
D. S. O. (Mashaba Rhodesia Asb. Co. Ltd.)	72.00	1,014	10	.
Kings & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	601.50	8,551	6	6
	4,704.00	£68,807	8	10
May 1935	*2,883.85*	*£46,884*	*19*	*1*

Africa (Union of South)

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

	March 1935 Tons (2000 lbs.)	Value	March 1936 Tons (2000 lbs.)	Value
Transvaal				
Amosite	351.00	£3,510	353.00	£3,530
Blue	.....	.....	27.50	412
Chrysotile	1,283.13	11,255	1,127.03	9,844
Cape				
Blue	223.51	3,787	205.46	3,543
	1,857.64	£18,552	1,712.99	£17,329

As is probably known figures previously given under this heading, in reality covered Sales and Shipments rather than *actual* production, and gave the value of the material as well as the tonnage.

The Department of Mines and Industries has suddenly changed its policy, and from April 1936 figures given will be *actual production* figures, with no value given. There are no comparative figures (for April 1935) available.

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	April 1936 Tons (2000 lbs.)
Transvaal	
Amosite	569.54
Blue	25.50
Chrysotile	1,291.47
Cape	
Blue	218.26
	2,104.77

AUTOMOBILE PRODUCTION

Production of automotive vehicles for the month of June in the United States and Canada totalled 470,887 (454,487 in the United States and 16,400 in Canada). In June 1935, 372,085 motor vehicles were produced (356,340 in the United States and 15,745 in Canada.)

June showed a slight decrease over May, the May production figures being 480,571 in 1936 and 381,809 in 1935.

For the first six months of 1936, the total was 2,596,356 (2,490,408 in the United States and 105,948 in Canada); while the same period in 1935 showed a total production of 2,329,528 (2,218,255 in the United States and 111,273 in Canada).

ASBESTOS STOCK QUOTATIONS

			July, 1936		
	Par.	Div.	Low	High	Last
Asbestos Corpn. (Com.) New V. T.	np	–	32	36	36
Certainteed (Com.)	np	–	9	11½	11¼
Certainteed (Pfd.)	100	7	86	93	90
Johns-Manville (Com.)	np	–	102	119	117¼
Johns-Manville (Pfd.)	100	7	122½	123½	123
Raybestos-Manhattan (Com.)	np	1.50	31	35	35
Ruberoid (Com.)	np	1.00	73⅞	81	81
Thermoid (Com.)	np	–	8½	9⅜	9
Thermoid (Pfd.)	100	–	52	55	55

The real fight in politics is between the Ins and the Outs.

Don't climb if you have fear of falling.

Happiness can't be weighed on a wage scale.

Free speech is often worth no more than it costs.

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Imports into U. S. A.

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

Unmanufactured Asbestos:

	May 1935 Tons (2240 lbs.)	May 1936 Tons (2240 lbs.)
Africa (Br. S.)	....	384
Canada	9,997	12,957
Cyprus, Malta & Gozo	393	165
Finland	....	10
Italy	37	....
Soviet Union (Russia)	450	335
United Kingdom	1	....
	10,878	13,851
Value	$382,538	$ 506,153

Tabulation of Crudes:

Crude (Africa-Br. S.)	....	384
Crude (Canada)	97	183
Crude (Italy)	4	....
Crude (United Kingdom)	1	....
Mill Fibre (Canada)	3,846	4,541
Mill Fibre (Russia)	450	335
Lower Grades (Canada)	6,054	8,233
Lower Grades (Cyprus, Malta & Gozo)	393	165
Lower Grades (Finland)	....	10
Lower Grades (Italy)	33	....
	10,878	13,851

Manufactured Asbestos Goods:

	May 1936 Pounds
Austria (Packing Fabric)	36
Belgium (Shingles)	6,600
Belgium (Woven Fabrics)	1,327
Germany (Yarn)	3,228
Germany (Packing Fabric)	12
United Kingdom (Yarn)	596
United Kingdom (Packing Fabric)	3,156
United Kingdom (Woven Fabrics)	1,109
	16,064

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Various other asbestos manufactures (not classified by the U. S. Dept. of Commerce) were imported to the value of $3,114, these coming from Austria $247; Germany $2,157; United Kingdom $710.

Total Value of Manufactured Asbestos Goods Imported was: In May 1935, $6,137; In May 1936, $8,673

Exports from U. S. A.

Exports of unmanufactured asbestos during the month of May 1936 amounted to 410 tons valued at $31,612; compared with exports in May 1935 of 21 tons valued at $2,767.

Exports of Manufactured Asbestos Goods:

	May 1935		May 1936	
	Pounds	Value	Pounds	Value
Paper, Milbd. and Rlbd.	125,543	£10,234	92,259	£10,363
Pipe Covg. & Cement	76,700	3,820	156,677	7,962
Textiles, Yarn & Pkg.	90,218	50,416	89,522	49,241
Brake Lining				
Molded and Semi-molded	.....	54,155	.....	63,657
Not Molded	120,753[1]	21,536	112,383[1]	22,092
Clutch Facings	.....[2]	.....	24,951[2]	4,163
Magnesia and Mfrs. of	116,639	10,647	70,617	6,396
Asbestos Roofing	4,536[3]	13,002	3,258[3]	12,577
Other Manufactures	89,187	11,403	246,016	20,357

1Lin. Ft. 2Unit (included in brake lining prior to Mar. 1.) 3Sqs.

Exports of Raw Asbestos from Canada.

(Figures by Dominion Bureau of Statistics)

	June 1935		June 1936	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	358	$ 18,198	425	$ 19,803
United States	3,934	199,186	6,056	343,419
Australia	139	7,148	86	4,230
Belgium	206	8,360	2,019	114,676
France	335	24,162	1,015	62,85[illegible]
Germany	894	75,447	1,094	74,797
Japan	4,809	171,284	1,435	66,382
Netherlands	86	4,027	.....	.....
Poland	.....	.....	33	2,145
Spain	89	4,468	62	3,781
	10,850	$512,280	12,225	$692,088

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Exports of Raw Asbestos from Canada (Contd)

Sand and Waste

United Kingdom	100	2,130	403	8,233
United States	6,943	113,573	13,112	212,780
Argentina	15	148	5	121
Australia	1	22	.....	.....
British India	60	720	60	750
Belgium	.....	.....	279	3,795
Brazil	.....	.....	5	49
France	30	660	.....	.....
Germany	126	2,687	427	8,932
Netherlands	151	3,168	.....	.....
	7,426	123,108	14,291	234,660
	18,276	*$635,388*	*26,516*	*$926,748*

Imports and Exports by United Kingdom

Imports of Raw Material:

	June 1935		June 1936	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
From Africa (Rhodesia)	1,279	£30,137	1,291	£27,493
From Africa (Union of So.)	1,245	16,238	570	8,553
From Australia	3	38	31	475
From Canada	656	7,775	660	6,273
From Cyprus	.....	.....	251	3,080
From Denmark	.....	.....	.....	3
From Italy	5	273	.....	.....
From Soviet Union (Russia)	202	4,402	366	4,985
From Switzerland	.....	2	.....	.....
From U. S. of America	22	125	.....	3
	3,412	£58,990	3,169	£50,865

Exports of Asbestos Manufactures:

	June 1935		June 1936	
	Cwts.	Value	Cwts.	Value
To Irish Free State	4,162	£ 3,861	2,930	£ 3,017
To British India	2,450	5,996	3,585	8,294
To Australia	1,012	4,589	1,179	6,122
To Other British Countries	12,202	20,529	16,181	21,905
To Netherlands	799	3,166	1,018	4,031
To Belgium	305	2,632	354	3,324
To France	630	2,757	489	2,335
To Italy	381	2,998	6	84
To Other Foreign Countries	9,922	30,744	9,277	26,940
	31,863	£77,272	35,019	£76,052

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Exports of Raw Asbestos from South Africa.

	February 1936	
	Tons (2000 lbs.)	Value
To Australia	176	£2,436
To Algeria	10	189
To Belgium	84	1,032
To France	89	1,294
To Germany	99	2,234
To India	38	230
To Japan	242	2,517
To Portugal	10	209
To United Kingdom	1,476	14,180
To United States of America	144	2,979
	2,368	£27,300

	March 1936	
	Tons (2000 lbs.)	Value
To Australia	208¼	£2,565
To Belgium	72	1,084
To Canada	10	166
To France	102¾	1,012
To Germany	40	888
To India	23	139
To Italy	20	416
To Japan	236	2,760
To Spain	50	705
To United Kingdom	1,229	13,589
To United States of America	140	3,092
	2,131	£26,416

	April 1936	
	Tons (2000 lbs.)	Value
To Australia	228	£ 2,892
To Belgium	97	1,277
To France	63	1,102
To Germany	153	3,122
To Holland	29	438
To India	23	139
To Japan	209	2,515
To United Kingdom	1,159	11,718
To United States of America	50	1,120
	2,011	£24,323

Laughter is Life's cheapest luxury.

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NEWS OF THE INDUSTRY

Birthdays:

C. H. Carlough, President, Carolina Asbestos Co., Davidson, N. C., 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 Shingles, Inc., August 28th.

Leonard S. White, President, Asbestos Insulating & Materials Co., Milwaukee, Wis., August 28th.

W. D. Crumpton, W. D. Crumpton & Co., Englewood, N. J., August 29th.

Matthew Balich, President, Matthew Balich Corp., New York City, August 29th.

A. W. Swartz, President, Linear Packing & Rubber Co., Philadelphia, Pa., August 31st.

O. F. Bergman, Secretary-Treasurer, Asbestos Insulating & Materials Co., Milwaukee, Wis., September 1st.

E. H. Pierce, Illinois Philip Carey Co., Chicago, Ill., September 3rd.

E. H. Jeffords, General Manager, General Asbestos & Rubber Div., North Charleston, S. C., September 5th.

W. D. Pardoe, Vice President, Thermoid Rubber Co., Trenton, N. J., September 8th.

B. Marcuse, President, Canadian Asbestos Co., Montreal, P. Q., Canada, September 11th.

Congratulations and best wishes to all these gentlemen.

Raybestos has introduced a new Brake Service Guide which is full of valuable information for the service man. It is being distributed free thru Raybestos jobbers to all accounts under contract, but is available to others at the nominal charge of twenty-five cents.

Johns-Manville Corporation has recently published a revised edition of its 68 page insulation booklet "Barriers to Industrial Waste." Profusely illustrated, the booklet describes in detail more than 50 insulations for all types of heated or refrigerated equipment. An unusually complete table of recommendations suggests the proper insulations to best meet a wide variety of industrial requirements. Besides the latest available information on other J-M insulations, this booklet describes in detail Rock Cork Pipe Covering, Johns-Manville's new mineral insulation for low temperature piping.

Johns-Manville Transite Conduit and its new companion product, Transite Korduct, are subjects of a new 32-page J-M booklet entitled "Transite Conduit and Korduct for the Electrical Industry." Scores of pictures and detail drawings are utilized in

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• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **CLOTHS**

POWDER

PROCESSED FIBRES

Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

100% Amosite insulation
Asbestos mattress filler
85% Magnesia insulation

The Cape Asbestos Co. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
369 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—CALEDONIA 5-4044

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describing methods of application, types of plugs, pole riser caps and the flexible fittings that enable both Conduit and Korduct to be laid by unskilled labor. Tables of weights and sizes available are included.

Johns-Manville Corporation. Report for the second quarter of 1936 has been received from Johns-Manville and shows the following, comparing with the second quarter of 1935:

	Second Quarter ended	
	June 30, 1935	June 30, 1936
Sales	$8,325,170.83	$11,666,128.32
Less Manufacturing Cost, Selling and Administrative Expenses	7,210,953.83	9,555,388.57
Profit before Depreciation, Depletion and Income Taxes	1,114,217.00	2,110,739.75
Less Depreciation and Depletion	455,398.98	507,665.05
Profit after Depreciation and Depletion	658,818.02	1,603,074.70
Less Income Tax Accrual	107,383.65	304,937.64
Profit after Income Tax Accrual	551,434.37	1,298,137.06
Profit per Common Share	.56	1.56

This statement does not include the earnings of Johns-Manville Credit Corporation (a wholly owned subsidiary) which were $40,406 for the second quarter of 1936, and $24,073 for the second quarter of 1935.

Profit for the first six months of 1936 was $1,474,901.57, or $1.62 per common share, compared with $798,012.56 for the first six months of 1935, or 71c per common share.

Profit for Johns-Manville Credit Corporation for the first six months of 1936 was $77,900; for the same period in 1935, $45,140.

Emsco Asbestos Co., Downey, Calif., have pleasure in announcing the return to his duties as Secretary and Treasurer, of J. S. McGurn, after a three years' illness, two of which were spent in the hospital. Mr. McGurn's friends in the Asbestos Industry will be glad to learn of his recovery.

Thermoid Company, Trenton, N. J. Alleging breach of contract, the Triplewear Brake Lining Corporation of Paterson, N. J., has filed suit against the Thermoid Company asking $150,000 in damages.

According to the petition, the defendant corporation has not carried out the terms of the contract entered into last December which provided for the purchase of Triplewear's assets by Thermoid. Included in the assets were 18 patents, several secret processes, customer lists and good will, all of which, it is alleged were turned over to Thermoid. The petition also cites the fact that due to the agreement entered into between the two parties, the Triplewear plant was dismantled to such an extent that it cannot be used to carry on business and that a number of employees and officials who were discharged or resigned are not

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available to the company to continue operations.

The defendant claims that one of the obligations of Triplewear under the contract was that title should have been transferred to Thermoid Company by December 21st, 1935. Title has not been transferred nor tendered to Thermoid Company and it therefore seemed wholly impossible and impracticable to complete arrangements along the lines of the contract. One of the stipulations was that if Triplewear went into receivership the contract could be cancelled. A temporary receiver was appointed at the request of a Paterson bank on April 5, 1936. Thermoid, instead of permitting Triplewear to remain in receivership, which would have automatically relieved Thermoid and would have injured Triplewear stockholders, claims that it aided in every possible way in having the receivership lifted. Thermoid also claims that it has advanced money for part of Triplewear's officers' salaries and has delivered merchandise to Triplewear but has not as yet been reimbursed by Triplewear.

On June 1st, due to Triplewear's failure to perform its obligations under the contract, Thermoid Company gave notice of cancellation.

The total purchase price for the assets was figured at about $35,000, which seems to indicate the absurdity of the claim for $150,000.

PATENTS

Pre-formed Semi-rigid Unit. No. 2,042,964. Granted on June 2 to Harry H. Reinhart, New Market, N. J. Assignor to Johns-Manville Corporation. Application November 2, 1932. Serial No. 640,748.

In making a pre-formed unit comprising a non-resilient binder adapted to be made readily fluent, reinforcing fibres dispersed therein and particles of antiskid material embedded in and exposed on a face of the unit, the method which comprises forming shaped mixture of the binder and fibres rendering the binder therein readily fluent, impressing particles of antiskid material predominantly in non-contacting closely spaced relationship to each other into a surface of the shaped mixture containing a binder in readily fluent condition, subjecting the mixture and impressed particles to pressure from all directions while maintaining a spaced relationship between the said particles and then hardening the resulting product.

Insulating Material. No. 2,043,249. Granted on June 9, 1936 to Otis L. Jones, Joliet, Ill., assignor of one half to Illinois Clay Products Company, Joliet, and one half to F. E. Schundler & Co., Joliet. Application August 9, 1933.

A plastic refractory insulating material capable when set of withstanding temperatures to 2700°F. without materially weakening or spalling, comprising from 50 to 70% of exfoliated vermiculite, from 15 to 30% of high alumina hydraulic cement from 5 to 15% of plastic fire clay and from 10 to 25% of calcined fire clay.

Structural Unit. No. 2,043,987. Granted on June 16 to

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George B. Brown, Somerville, N. J. Assignor to Johns-Manville Corporation. Application July 21, 1932. Serial No. 623,731.

A sound absorbing unit comprising in combination a composite of a plurality of spaced sheets provided each with a multiplicity of openings, a facing element of irregular surface and apertured areas in the facing element extending approximately transversely to the general plane thereof, the openings in the said sheets and in the apertured areas in the facing element being closely spaced whereby they are adapted to admit incident sound.

Multiple Impregnating Device for Paper Manufacture. No. 2,044,012. Granted on June 16 to Izador J. Novak, Bridgeport, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application March 5, 1934. Serial No. 714,118.

A combination with means for forming a wet felted fibrous web of means for impregnating said wet web with a permeating liquid comprising a plurality of individual impregnating units, each unit comprising an impregnating device and a squeezing device and flexible foraminated means associated with said units for positively supporting and conveying the wet fibrous web thru said units in seriatim.

Machine for Scutching Fibres of Flax, Jute, Asbestos, etc. No. 2,044,460. Granted on June 16 to William Bowerbank, Bartram, Ottawa, Canada and John Hamilton Larmuth, Hillcrest, Upper Colwyn Bay, North Wales. Application September 20, 1934. Serial No. 744,784. Description upon request.

Pipe Cutting Machine. No. 2,044,778. Granted on June 23rd to Dorne N. Halstead, Brooklyn, N. Y. Assignor to Johns-Manville. Application April 21, 1934. Serial No. 721,687. Description upon request.

Cellular Material No. 2,045,099. Granted on June 23 to Thomas C. Pond, Larchmont, N. Y. Assignor to Johns-Manville Corporation. Application July 23, 1932. Serial No. 624,294.

A preformed structural unit comprising a shaped, compressed and densified and then hardened mixture of a hydraulic cementitious material and reinforcing fibres of the type of asbestos, said unit being provided with voids extending individually from face to face of the unit and corresponding to the spaces occupied originally by individual granules of filler material initially incorporated and subsequently removed and the said unit being substantially identical with the project made as described in the preceding claim.

Insulated Conductor. No 2,045,103. Granted on June 23 to Samuel J. Rosch, Yonkers, N. Y., assignor to Anaconda Wire & Cable Co., New York. Application May 26, 1934. Serial No. 727,642.

An electric conductor having an envelope of insulation, including a wrapping of tape and a body of asbestos interspersed thruout a textile network secured to said tape.

Machine for Inserting a Compressed Strip into a Joint. No. 2,045,256. Granted on June 23 to Paul A. Voigt, Ozone Park and

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Homer L. Rogers, Larchmont, N. Y., assignors to Johns-Manville. Application September 2, 1933. Serial No. 687,942. Description upon request.

Method of Making Friction Clutch Elements. No. 2,045,453. Granted on June 23 to George W. Emrick, Brooklyn, N. Y. Original application May 5, 1934. Serial No. 724,110. Divided and this application July 12, 1935. Serial No. 31,020.

The method of manufacturing friction elements which consists in providing a unitary mass of heat resisting fibrous material, including a binder of permanently set thermal plastic material and then locally applying heat treatment to a surface of said element to reduce the thermoplastic material on such surface to carbon for a pre-determined depth of said element without impairing or destroying the fibrous material of said body on said surface thereof.

Manufacture of Rubber Articles Containing Cotton Fabric. No. 2,045,738. Granted on June 30th to Clarence B. White, Montclair, N. J., assignor to Raybestos-Manhattan, Inc., Passaic, N. J. Application October 13, 1934. Serial No. 748,217. Description upon request.

Insulation Composition. No. 2,046,142. Granted on June 30 to George Witty, Long Island City, N. Y. Application July 24, 1935. Serial No. 32,968.

An insulating composition consisting essentially of 50 parts of sawdust, 25 parts of calcined dolomite, 10 parts of ground slag, 10 parts pulverized clay, 5 parts dextrin and water of sufficient quantity to form a paste or plastic composition of the desired consistency and the whole compressed into shape substantially as described and dried at a temperature of 175 to 250 deg. F.

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.

William Henry Miller. Serial No. 377,161. William Henry Miller, Washington, D. C. Filed April 13, 1936. For composition flooring material composed of magnesite, silex, asbestos fibre, talc, wood flour, chloride of magnesia and iron oxide colors. Passed on June 16, 1936.

Semi-Thik. Serial No. 376,215. Johns-Manville Corporation, New York City. Filed March 20, 1936. For Thermal Insulation. Passed on July 14, 1936.

Mister Philplug (and design). Serial No. 376,134. Plastic Wallplug & Bolt Co., Ltd., Perivale, England. Filed March 18, 1936. For plastic compositions containing asbestos or other fibre for use in fixing screws, nails or other articles in plastic, brick, mortar and the like. Passed on July 14, 1936.

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THIS and THAT

Newspapers are running a brief article on an "All-Asbestos" Building recently completed in Charlotte, N. C.

This building we understand, was constructed by the Ambler Olsen System, which system was described on page 21 of our February 1934 issue.

The system, originally designed for partitions, has now been utilized for exteriors as well.

We are endeavoring to get a little more information about the system as developed for exterior use.

Orders received by the General Electric Company for the second quarter of 1936 amounted to $77,398,718, compared with $55,163,014 for the second quarter of 1935, an increase of 40 per cent, as announced by President Gerard Swope on July 16th. In the first quarter the increase was 21 percent. The second quarter of 1936 was the best since the second quarter of 1931.

Orders received for six months amounted to $136,968,597, compared with $104,542,946 for the first six months last year, an increase of 31 per cent.

Sales billed during the first six months of 1936 amounted to $119,273,388, compared with $94,546,274 during the corresponding period last year, an increase of 26 per cent.

Profit available for dividends on common stock for the first six months of this year was $16,592,324, compared with $11,541,429 for the first six months of last year, equivalent to 58 cents a share this year compared with 40 cents a share for the first half of 1935.

Some interest is being shown in deposits of asbestos in Mexico. Just where these deposits are located cannot be published at the moment, but we are informed on good authority that the asbestos from these deposits is of the slip fibre variety and resembles similar deposits in Canada.

Whether anything could be developed commercially on these is, of course, another question, dependent upon a number of factors.

Further information will be published as received.

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ASBESTOS

TEXTILE PRODUCTS

made of asbestos fibre obtained from Africa, Arizona and Canada—each selected for specific qualities and properly blended to produce:—

Maximum strength and heat resistance.
Minimum iron for electrical purposes.
Non-scoring rod and valve packing.
Frictional properties in brake lining.

GARCO roving, yarn, cord, cloth, tape, tubing, rope, wick, wicking and other asbestos textile products give satisfaction because they are made of the best fibre for the particular purpose on modern equipment by skilful workmen.

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Grade AAAA

Write for Textile Catalog

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of

RAYBESTOS-MANHATTAN, Inc.
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You'll Make It All Right

If you can't make the hill a-runnin' on high
Just throw her in low and never say die.
The first in the start may finish the last,
So keep on a-pluggin'; don't hurry too fast.
Keep smilin'; don't worry, you'll make it all right
If you just keep a-tryin' with all your might.
Don't waste time kickin', but throw your coat
And dig in and root, like an Arkansaw shoat.
If you think with old Fortune you have a pull
You're kiddin' yourself with a poor line of bull.
If you want to make good you have to go through
A stiff course of trainin' before you will do.
So cut out your kickin' and turn off the bile
And jump in and hustle with a song and a smile.

Gillette Blade.

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