ASBESTOS



Christmas Number

NINETEEN THIRTY-SIX



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Here, under modern conditions and with the latest equipment we are daily producing thousands of feet of this new type of outdoor and underground insulation. Pipe and insulation are built together at the factory in one unit and are applied on the job as one unit, eliminating many former costly and tedious operations during application. It will pay you to investigate thoroughly DURANT INSULATED PIPE. Write today for our new folder on Durant Systems.

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"ASBESTOS"

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

A. S. ROSSITER, *EDITOR*

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THE CHRISTMAS TREE



Christmas this year will be a happier Christmas for many people than they have known for some time. Many will have more money to spend, meaning that stores and other sellers of merchandise will be busier and will put more pressure on people to buy. There will be, this year, a greater effort to commercialize Christmas than ever before.

It seems a pity that the real meanings of Christmas—peace and goodwill, love and joy, and, above all, the beautiful Christmas story should be forgotten in the mad rush of buying and selling.

It is perhaps impossible for the most of us to entirely avoid the commercial aspect of Christmas, but we can add to our Christmas plans the true Christmas spirit.

Like the Christmas tree—the green and graceful evergreen to which we add bright balls, brilliant lights, silvered tinsel, so let us add to the practical and commercial side of Christmas, gifts to the needy, cheer to the desolate, sympathy to the grief stricken.

For each tinseled star on our Christmas tree let us give of our time and our effort to make happy someone who otherwise might not have any Christmas happiness at all.

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THE RECORD IN 1936--

reviewing the events of the year

In December it is our custom to review the past year and see what has been accomplished by the Industry; what has happened which will perhaps change the course of its events in future. In January, on the other hand, we look forward and make plans for the coming months.

The keynote of 1936 seems to be expansion, if we are to judge by the events recorded in our pages during the past twelve months. This began by announcement last February of an expansion program by Johns-Manville calling for a total expenditure of $1,500,000, including the erection of a $750,000 roofing plant at New Orleans, La., and additions to plants at Waukegan, Ill., and Manville, N. J., as well as some improvements at the Asbestos deposits owned by Johns-Manville at Asbestos, P. Q., Canada.

In March, The Ruberoid Co., $200,000 extension to its Mobile, Ala., plant was mentioned, this extension to be devoted chiefly to the manufacture of asbestos-cement shingles and sidings. About the same time N. V. Martinit of Amsterdam, opened its new plant at Goor, Netherlands, for the manufacture of asbestos pipe, and the Tunnel Asbestos Cement Company was erecting at West Thurrock, England, a plant for the manufacture of various asbestos-cement products.

In May, the Union Asbestos & Rubber Co. of Chicago announced $250,000 additions to its asbestos textile plant at Cicero.

A little later C. W. Hanslip, President of the Standard Brake Lining Company wrote us that he contemplated erecting a plant at Houston, Texas, for the manufacture of asbestos yarn.

The Flintkote Company plans to add asbestos-cement products to its other roofing lines and announcement of an expansion program involving $550,000 was announced in our November issue.

R. J. Dorn Company is adding shingles to the other

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asbestos-cement products which it now produces. J. A. Scharwath expects to put his new plant at Kenilworth, N. J., into operation early in 1937, this for the manufacture of asbestos-cement shingles and sidings.

And this month comes the announcement by the Ruberoid Co of the actual start of a $250,000 extension to its plant at St. Louis, Mo., this chiefly for the manufacture of asbestos-cement products, and a part of the $1,500,000 extension program began about two years ago. So much for expansion.

There have been several changes in ownership; for instance the acquirement by a subsidiary of The Ruberoid Co. of the Vermont Asbestos Corporation, the purchase by the Tunnel Portland Cement Co. of the assets, asbestos mines, etc., at Limassol, Cyprus, formerly owned by the Cyprus & General Asbestos Company; the purchase of the National Asbestos Mfg. Co. at Jersey City by the U. S. Gypsum Company.

Not many new products have been recorded during the past year; possibly the most important is Durant Insulated Pipe announced by the Ehret Magnesia Mfg. Co., of Valley Forge. Johns-Manville contributed to the list of new or improved products, a heavy duty (woven and compressed) brake lining and a thin wall form of asbestos cement pipe called Korduct; Limpet Sprayed Insulation was placed on the market by the Keasbey & Mattison Company; experiments are being made by English firms with bombproof asbestos board and colored asbestos fabrics, the latter appearing to find favor for asbestos curtains in the confining of fire.

New deposits of Asbestos? Not many and none, apparently, of any great importance—Bavaria, Queensland (Australia), Arden (Canada), Mexico.

Other events of more than usual interest were the election of Robert W. Steele early in the year as President of Asbestos Corporation Limited, succeeding Col. Robert F. Massie, deceased; the election of S. P. Moffit as Vice President and Director of Ruberoid Co. (he was formerly assistant to the President) the formation of the Ruberoid Pur-

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Asbestos Fibre

for the manufacture of

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

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE of QUEBEC
CANADA

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chase Corporation for the purpose of financing new repairs, replacements and improvements in residential properties; the celebration in October by The Ruberoid Co. of its 50th Anniversary.

Deaths recorded during the year have, fortunately, been very few; Charles F. Henning of the U. S. Gypsum Company in October; Colin Wolfenden, Managing Director of the Rochdale Asbestos Company at Rochdale, England; John L. Shoemaker of the Keasbey & Mattison Company and Dr. R. V. Mattison, these three in November.

Outside of several very interesting and informative advertising booklets on various asbestos products the only asbestos literature issued was I. C. Circular No. 6869—Asbestos Milling, Marketing and Fabrication—by the U. S. Bureau of Mines. There were, however, several motion pictures issued, viz: Reap Year and Balanced Brakes for Fleet Profits by the U. S. Asbestos Division of Raybestos-Manhatten, Inc, featuring the merchandising of Grey-Rock automotive products; the 40 Point House by Johns-Manville (principally concerning asbestos-cement products); More Safe Miles by Raybestos Division also featuring brake lining.

There were over 125 patents issued to members of the Asbestos Industry and covering products containing asbestos during the year.

This, briefly, is the record for 1936. There is little doubt but that 1937 will see very much more activity in all asbestos lines and, as usual during a period of improvement in business many of the asbestos manufacturing divisions will be invaded by companies new to the Industry who see an opportunity for more business or a rounding out of their present lines by the addition of asbestos products. Whether this will be wise remains to be seen. Surely overproduction is not to be desired by anyone—new or old to the industry. The question is, therefore, will improvement in business be sufficient to take care of the expansion which is taking place in the asbestos manufacturing fields?

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From

CRUDE ORE

to

FINISHED PRODUCT

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In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. Packings, high temperature insulations, refractory cements, low pressure insulations, asbestos roofings, brake linings and industrial friction materials, flooring and acoustical treatment form some of the major items manufactured by Johns-Manville.

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

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches In All Large Cities

JOHNS-MANVILLE JM PRODUCTS

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BUSINESS - and GOVERNMENT

NRA having passed out, it would seem that if Government really wants to help business to correct many of the vicious practices which keep it boiling, it might be well to use the Federal Trade Commission.

The new Robinson-Patman Act does move in that direction but fails to definitely require business to use F. T. C. machinery as it should.

Business should be given some one Government Authority to which it (business) could go to learn exactly what may or may not be done under existing laws.

How now? Well the best business can get is an **unofficial** expression with the advice to "go ahead with your plans and if Government questions the legality of them you will be investigated and, perhaps, prosecuted."

Since no two competent lawyers appear to agree upon what is meant by much recent legislation, it is clear that business is sure "in the middle."

Of course, it is all fine for the lawyers, the investigators and the Courts but it does certainly cost business plenty of time and money and, worst of all, it often gives a company very adverse publicity which is impossible to evaluate in money terms.

I am strong for the F. T. C. being given broader powers to the point where it can with surety tell business "Yes" or "No" and really support its decisions.

Or, as an alternative, let us have a Business Court, manned with non-partisan, experienced business men.—*Contributed*

RAW ASBESTOS

N. V. NEDERLANDSCHE ASBEST MY

P. O. BOX 803

ROTTERDAM (Holland)

Stocks at

Hamburg Rotterdam

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..to help with your difficult problems

WITH an extensive background of experience in the production and sales of asbestos products of all kinds, Keasbey & Mattison Company is in a position to give you valuable assistance.

K & M District Offices are strategically located throughout the United States, offering quick and convenient service.

K & M quality materials have been in the field for more than 60 years. There are a few territories open for desirable Distributors or Approved Contractors. Why not get in touch with us?

K&M best in asbestos

Sole Distributors in the U. S. A. for Ferodo Products

KEASBEY & MATTISON COMPANY

AMBLER • PENNSYLVANIA

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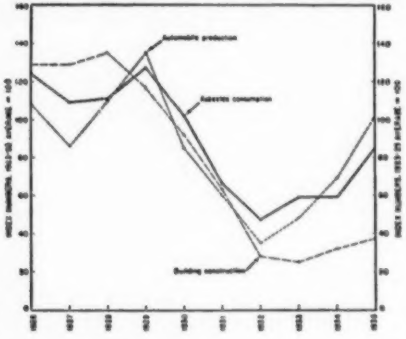
AMBLER • PENNSYLVANIA

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ASBESTOS CONSUMPTION

an interesting graph

Comparison of Asbestos Consumption with Automobile Production and Building Construction for the past ten years, is shown in the graph reproduced (below) from the chapter on Asbestos from the U. S. Minerals Yearbook.



The statistics on asbestos from which the figures were taken in order to make the graph were supplied by the U. S. Bureau of Mines; those on automobiles came from the Bureau of Census, and building contracts from the Federal Reserve Board.

A reprint of the chapter "Asbestos" can be obtained in pamphlet form from the U. S. Superintendent of Documents, Washington, D. C. (cost, 5c) by asking for the pamphlet "Asbestos," by Oliver Bowles and B. H. Stoddard, for 1936.

The chapter contains much other data, tables of world production, imports, consumption, etc., on the subject of asbestos.

A tabulation issued by "Tropag" Asbest. & Erzimport, Oscar H. Ritter K. G., of Hamburg, Germany, compares world production of raw asbestos with world consumption during the past three years:

	Production	Consuption
1933	303,693 short tons	293,153 short tons
1934	334,948 " "	322,798 " "
1935	425,281 " "	416,361 " "

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ASBESTOS

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

ASBESTOS LIMITED INC.

8 West 40th Street : New York City

Works: MILLINGTON, N. J.

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RICHARD V. MATTISON, M. D.

Veteran of the industry dies at age of eighty-five

On November 17th, Richard V. Mattison, M. D., veteran of the Asbestos Industry, and until a few years ago active head of the Keasbey & Mattison Company and subsidiary companies at Ambler, Pa., observed his eighty-fifth birthday.

The next day, November 18th, the Asbestos Industry was shocked to learn of his death early that morning.

Richard Van Zeelust Mattison, was born in 1851, in Solebury Township, Bucks County, Pa. He attended the public schools at Solebury, entering the Philadelphia College of Pharmacy in 1872 from which, in 1873, he graduated with the highest honors. Immediately thereafter he entered the University of Pennsylvania Medical School, from which he graduated in 1879, having earned the M. D. degree.

Upon his graduation from the Philadelphia College of Pharmacy in 1873 he formed a partnership with his classmate, Henry G. Keasbey, for the purpose of manufacturing pharmaceutical chemicals. This was the beginning of the Keasbey & Mattison Company, which is so very well known both to the pharmaceutical trade and the Asbestos Industry.

Dr. Mattison was at one time Vice President of the Philadelphia College of Pharmacy and President of the Philadelphia Drug Exchange. From 1873 to 1883, in addition to his many other pursuits he acted, at the request of the members of the Alumni, as instructor in theoretical and practical chemistry at the Philadelphia College of Pharmacy.

In 1934 he was tendered Honorary Membership in the Pennsylvania Pharmaceutical Association, this honor having been conferred in recognition of the great service which he had been to the science of pure pharmacy.

As a boy Dr. Mattison was much interested in mineralogy and geology as well as chemistry, and from about ten years of age he had at his home a laboratory for chemi-

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cal experiments and a museum of ordinary metalliferous ores, which latter included a specimen of asbestos.

About 1875 he suggested to the inventor of 85% Magnesia Insulation the use of asbestos fibre in place of the silk noils then being used. Very soon thereafter he took over the manufacture of 85% Magnesia Cement, and later formed the Magnesia Sectional Covering Company for the manufacture of 85% Magnesia insulation in sectional and block form.



Richard V. Mattison, M. D.

Dr. Mattison's interests centered principally in the manufacturing end of the business, rather than in merchandising, the Keasbey & Mattison Company having always been noted for the high quality of its products.

He it was who introduced into this country the manufacture of asbestos-cement shingles and the first asbestos-cement corrugated sheathing was made in his plant.

For many years he was President and active head of the Keasbey & Mattison Company, Bell Asbestos Mines, Asbestos Shingle, Slate & Sheathing Company and other asbestos and pharmaceutical interests with headquarters at Ambler; for the past two years, with failing health, he gradually withdrew from active participation in the business altho he was always available in an advisory capacity. About two weeks before his death he became ill with a heart condition, to

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which he succumbed at 12:15 a. m. on November 18th. He is survived by a son, Royal Mattison, and a grandson, Royal Mattison, Jr.

So passes from our midst, but not from our memories, Richard V. Mattison, M. D., who has been actively interested in asbestos and its products for about sixty years.

THE A. S. H. V. E. -- enlarges its program of research

Announcement of an enlarged program of research is made by the American Society of Heating & Ventilating Engineers.

The Society as most of our readers know, is the only professional engineering organization which maintains and operates its own research laboratory. The sole object of this work for nearly 20 years has been to develop data for the scientific and practical advancement of the art of heating, ventilation and air conditioning.

A joint study on the comfort requirement of summer cooling has been carried on simultaneously during the past few months at the A. S. H. V. E. Laboratory in Pittsburg, the Ontario Research Foundation, Toronto, and at the A. & M. College of Texas, College Station, Texas, and the results are to be reported at the 43rd annual meeting of the Society to be held in St. Louis, Mo., in January.

Among the problems now under investigation are the following:

A study of comfort requirements for summer cooling to check the extent to which varying climatic conditions in several geographical locations affect the desirable indoor temperature; a determination of the frictional resistance to the flow of air thru round ducts and fittings to be followed by a comprehensive study of rectangular ducts and fittings; an investigation of the time and rapidity of change from the summer to the winter comfort zone; a study of air movement as related to various temperature and humidity conditions to determine what constitutes a draft; a study of the relative conductivity of concrete mixtures containing various special light aggre-

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Rhodesian
Transvaal
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gates; atmospheric dust and air cleaning devices; relation between temperature velocity, direction and location of entering air stream on ventilation conditions within occupied spaces; the use of refrigeration in the treatment of air; air cleaning and its effect on health in the treatment of diseases; heat transfer between air and in tubing; odors as a limiting factor in volume of air recirculated in occupied spaces; corrosion in steam heating systems.

Many more problems need to be investigated to develop fundamental data for the use of engineers practicing in the heating, ventilating and air conditioning fields and this program is fully supported by every member of the A. S. H. V. E.

AUSTRALIA

"Australia is an important consumer of asbestos fibre, the local manufacturing industry having expanded very materially during the past few years." This statement is made by Minerals Circular No. 9 (dated November 5,) and published by the U. S. Bureau of Foreign and Domestic Commerce. Following is a condensed statement of the information given in this Minerals Circular No. 9 on asbestos trade in Australia, Brazil, Czechoslovakia and Denmark.

Australian Imports of Asbestos Fibre during fiscal year 1933-34 amounted to 1,787 short tons valued at £34,538, while in the year 1934-35, 3,401 short tons, valued at £60,607 were imported, this material going into New South Wales, Victoria and Western Australia. The greater proportion of the raw asbestos imports enter into the manufacture of asbestos-cement products.

Three firms make asbestos cement products in Australia, operating seven plants in all, with an eighth in course of construction. The plants are located in Sydney, Brisbane, Melbourne and Perth. There are several smaller firms manufacturing other asbestos products, such as packing, pipe covering, etc. The principal sources of supply of the asbestos fibre are Canada and the Union of

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ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

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MONTREAL, QUE. .....ATLAS ASBESTOS CO., LTD., 110 McGill St.

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South Africa; also Rhodesia. No imports of asbestos from Russia are reported.

BRAZIL

A bill presented to the Brazilian Chamber of Deputies by the Committee on Finance and Budgets proposes to reduce the import duty on asbestos manufactures (except tubes, gutters, etc.) and on powdered chromite, and to increase the duty on asbestos pipes, gutters, etc. It is probable that this will be somewhat modified before enactment; but interested firms may obtain detailed information of the present and proposed import duty rates upon application to the Division of Foreign Tariffs, Bureau of Foreign and Domestic Commerce, Washington, D. C., or to any of its district or cooperative offices.

CZECHOSLOVAKIA

Of the eight manufacturers of asbestos-cement roofing tiles in Czechoslovakia, the three largest recently concluded a cartel agreement regulating domestic sales and prices. The immediate result of the formation of this cartel was a 30 percent increase in prices, from 11 crowns to 15 crowns per square meter (at present rate of exchange crown equals $0.414 U. S. currency). The new price will leave members a small margin of profit, whereas the former price was substantially below production cost. The cartel has a fairly strong outsider.

DENMARK

There is a small but steady market for asbestos products thruout Scandinavia, but the demand for asbestos fibre is relatively unimportant and is confined largely to raw fibre for insulating purposes. There are one or two factories manufacturing asbestos packing. The Danish market for asbestos is considerably smaller than that of Sweden and the range of asbestos products required is not so great. Very little demand exists in Denmark for raw asbestos since there are practically no consuming in-

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JOHNSON'S COMPANY

ESTABLISHED IN 1895

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec

Black Lake, Quebec

Producers of All Grades of

RAW ASBESTOS

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dustries in that country and insulating difficulties are less acute than in Norway and Sweden. Imports into Denmark during 1934 amounted to 1,040 metric tons of raw asbestos and 1,965 metric tons of manufactured asbestos materials.

ASBESTOS UNDERGROUND--

By R. L. Fine

Manufacturers of asbestos products have long claimed that many asbestos materials contain properties which specifically place them above competitive materials for many uses. This claim is naturally debated by the manufacturers of other types of materials, but an interesting experiment, recently concluded by the National Bureau of Standards speaks well for asbestos.

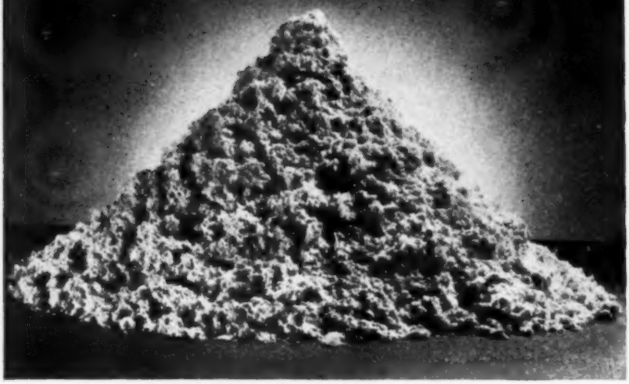
To determine the suitability of certain fabrics for use as reinforcement or shields for underground pipe coatings, several types of fabric, including asbestos fabric, were placed in boxes of soil containing organic matter, and buried for 300 days. The strength of each material was determined before and after exposure to the test. The results definitely prove that the asbestos fabrics lost less strength than the organic fabrics.

Other results indicated by the "burial" test may be of interest to readers of "ASBESTOS." The asphalt-impregnated fabrics absorbed more moisture than the tar impregnated fabrics. There appeared to be little choice between asphalt and coal tar as a saturant for rag felts insofar as loss of strength is concerned. Rot inhibitors delayed but did not prevent the rotting of the organic fabrics to which they were applied.

Whatever else the results may prove, they definitely indicate the advantage of asbestos fabrics as reinforcement material for underground pipe coatings.

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VERMONT ASBESTOS



MINED IN THE U. S. A.

•

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

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

•

Samples and Prices upon application

•

VERMONT ASBESTOS CORPORATION

HYDE PARK, VERMONT

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

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MARKET CONDITIONS

GENERAL BUSINESS

It is quite a pleasure to say that indications everywhere show a great improvement in business, and these improvements are so obvious to everyone that it is unnecessary to point them out—in fact it could not be adequately done in our small space.

The comment given this month in the National City Letter says: "The business news of the past month is of the kind more generally associated with a boom than a depression, and in fact supplies good reasons for the opinion that the word *depression* no longer applies to the general business situation, however regrettably it must be used in connection with the unemployment and conditions in a few of the industries." The letter this month is more than usually interesting, and instructive.

ASBESTOS - RAW MATERIAL

For the first time in years there will be no seasonal let-down in the demand for asbestos. Large purchases of raw asbestos will continue during the winter months, not only in the United States, but there will be an equally good demand from European countries notwithstanding uncertain political conditions there. Japan will wind up this year with imports of asbestos as great as any year in its history. The outlook for 1937 is excellent with firm prices from all producing sources.

The raw material end apparently sets the pace for the manufacturing industries, as evidenced by the following reports from various sources:

ASBESTOS - MANUFACTURED GOODS

Textiles. From all indications continued increase in volume of manufactured textile materials may be expected. At the present time a tremendous volume of fine selvage edge tape is being consumed by the large electrical manufacturers, and there is a noticeable increase in large orders for asbestos cloth. Other asbestos textile products, such as

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yarn, roving, etc., remain about the same. Prices are firm.

Insulation. High Pressure. Demand has greatly improved, but it still lacks the impetus of general building activity. Prices are firm.

Insulation. Low Pressure. A seasonal dropping off in volume is noticeable, partly due, perhaps to the arrival of the inventory season. Prices are firm.

Paper and Millboard. Here also is noted a seasonal drop in volume, with prices holding steady.

Asbestos-Cement Products. The demand for asbestos-cement products, particularly asbestos siding shingles, continues to hold up satisfactorily altho some sections are showing the normal seasonal falling off in volume. The industry is having the best year in its history with prospects of a further improvement in 1937.

These are the opinions of men in close touch with field conditions in the various asbestos lines. Comments from all authoritative sources are invited.

The American Society for Testing Materials has recently published its annual "Standards on Electrical Insulating Materials". This book contains the same Standards on Asbestos Textile Materials as were mentioned in our November number on page 28. Besides the Specifications on Asbestos Roving and Asbestos Tape, both books contained Standard Specifications and Methods of Test for Asbestos Yarns, which were issued as tentative in 1934 and adopted in amended form in 1936.

One hundred and fifty firemen dressed in asbestos suits fought for eight hours recently to overcome a blaze that broke out in the holds of the 5,000 ton Italian tramp steamer Iris at Milwall Dock, London. At one time the boat was one mass of flames from stem to stern. Thanks to the asbestos uniforms, firemen were able to brave the flames and salvage a good deal of the cargo stacked on the quayside. The use of Asbestos for fire fighting purposes has greatly increased in the last year or two.

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CONTRACTORS AND DISTRIBUTORS PAGE

Insulation lessens noise, fire hazards and vibration

Insulation has decreased the noise outside an airplane test chamber just about half. At the same time it lessened the fire hazard and cut down the vibration.

The Hartford Cement Company, Insulation Contractors, 51 Homestead Avenue, Hartford, Conn., recently installed insulation on an airplane test chamber for the Hamilton Propeller Division of Pratt & Whitney Aircraft at East Hartford, Conn., for the particular purpose of lessening noise, the first installation of its kind in this country.

Before the insulation was installed, the decibel reading while using a 10 or 13 foot propeller at 2400 revolutions per minute was 85 decibels; even a mile away it was 72 decibels.

After the insulation was installed the reading was 37 decibels outside the building, and 25 decibels a mile away.

The Company was not able to operate their plant more than 12 hours a day on account of the noise before insulation was used. On days when they had a low ceiling, the noise was heard as far as Springfield, Mass., about 26 miles away. Since the insulation was applied the plant operates the full 24 hours.

The insulation consisted of 6" of Calistone[1] Sound-absorbing material, a highly-expanded stone, cellular mineral and refractory insulation.

Altho the installation did not include an asbestos material, the job should be especially interesting to insulation contractors. Further information concerning the method of insulating the building will be willingly supplied by the Hartford Cement Company.

[1]A product of the Calicel Company.

Building

Residential building started in October was 45 per cent. greater in volume than the recorded figure for October 1935. According to F. W. Dodge Corporation, the October residential building total was $79,736,200 for the 37 eastern states as compared with $55,100,300 for October of last year and $80,670,800 for September of this year. For the ten months of 1936 ended October 31, residential building amounted to $667,767,800 as against only $394,007,800 for the corresponding ten months of last year, making a gain of 70 per cent. between the two years.

The volume of non-residential building started in October

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in the 37 eastern states amounted to $79,071,300 as compared with only $59,180,400 for this class of work in October 1935 and $69,098,700 for September of this year. Non-residential building operations in the initial ten months of 1936 in the area east of the Rocky Mountains amounted to $814,408,400 or a gain of 70 per cent. over the total of only $482,902,300 shown for the comparable period of 1935.

For all classes of construction, the October 1936 figure for the 37 eastern states totaled $225,839,900 and compares with $200,595,700 for October 1935 and $234,271,500 for September of this year. The total volume of construction of all types undertaken in the area east of the Rockies during the ten month period ended October 31 amounted to $2,267,468,100 and represents an increase of 63 per cent. over the comparable figure of $1,392,293,400 for the corresponding ten months of 1935.

Slogans?

Very few slogans for use by the Insulation Industry have been sent in. We are holding this open hoping that Insulation Contractors will put on their thinking caps and suggest a number of good ones.

Automobile Production

Production of Motor Vehicles in October 1936 in the United States and Canada combined totalled 229,989 (224,628 in the U. S. A. and 5,361 in Canada); compared with 280,316 in October 1935 (272,043 in the U. S. A. and 8,273 in Canada).

Total production for the ten months of 1936 was 3,692,023 (3,560,924 in the U. S. A. and 131,099 in Canada); for the same period in 1935 the total was 3,292,944 (3,147,347 in the United States and 145,597 in Canada).

Asbestos Stock Quotations

November 1936

	Par	Div.	Low	High	Last
Asbestos Corpn. (Com.) New V. T.	np	–	73	78½	77½
Certainteed (Com.)	np	–	12¾	16¼	15¼
Certainteed (Pfd.)	100	7	126	150	145
Certainteed (Prior Pfd.)	100	6	63⅜	69¾	67½
Flintkote (Com.)	np	–	35⅝	38⅞	37⅝
Johns-Manville (Com.)	np	–	129¼	144	141
Johns-Manville (Pfd.)	100	7	124⅛	126¼	126¼
Raybestos-Manhattan (Com.)	np	1.50	34	38 7/8	36½
Ruberoid (Com.)	np	1.00	92	112	107
Thermoid (Com.)	np	–	8¾	11¾	11½
U. S. Gypsum (Com.)	20	–	109	125¼	123
U. S. Gypsum (Pfd.)	100	7	163½	168	167

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LEADERSHIP - - A Lesson in Selling.

By John T. Bartlett

"Jack has wonderful standing with the trade," said an oldtimer to the writer, "but his sales totals never have been spectacular at all. I know what is wrong with Jack's selling.

"He is a wonder at selling himself to his trade. He catches the confidence and respect of buyers in exceptional degree. But when it comes to leadership, Jack falls down. He is content with orders substantially smaller than he easily could have."

Leadership! There are all kinds. Everywhere, however, it demands two elements. One was possessed by Jack —confidence of the trade. The other element, which Jack never has demonstrated, is—courage to lead.

Every salesman who lives up to the professional responsibility of his job knows his line thoroly; knows business and competitive conditions affecting the line, and knows the needs and opportunities of customers and prospects. Every salesman is automatically in position to be an expert buyer. It follows that the salesman can, therefore, expertly advise—lead—customers and prospects.

Because of contact with numerous operating businesses, salesmen come to know a great deal about the successful management philosophy of trade or industry. Often, they can see this customer or that following practices which are antiquated, unprofitable. On the other hand, salesmen frequently learn very quickly of the new methods which are helping other concerns and individuals to make money.

So it is that a salesman, ready to lead, can repeatedly give the advice, exercise the influence, that leads a customer into buying much larger orders, in operating a business differently.

The salesman who does not lead is often afraid that, by making unusual, even radical, suggestions, he may pave the way for the customer's disappointment and disillusionment. Leadership does require high judgment and ability. The salesman who possesses these things, however, only rises to maximum accomplishment as he becomes a real leader.

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PRODUCTION STATISTICS

Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines).

	September 1936 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co., Ltd.)	438.00	£ 5,220	1	8
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,593.03	55,354	2	11
Victoria District				
D. S. O. (Mashaba Rho. Asb. Co. Ltd).	110.10	1,470	9	....
King & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	601.05	9,259	15	7
Murie Asbestos (Mashaba Rho. Asb. Co. Ltd.)	24.00	304	10	....
	4,766.18	£71,608	19	2
September 1935	*3,822.10*	*52,707*	*19*	*4*

Africa (Union of South)

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

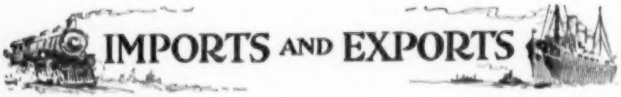
	Sept. 1936 Tons (2000 lbs.)
Transvaal	
Amosite	461.21
Blue	57.11
Chrysotile	1,260.85
Cape	
Blue	280.29
	2,059.46

Canada

(Statistics published by Bureau of Mines, Province of Quebec)

	October 1935 Tons (2000 lbs.)	October 1936 Tons (2000 lbs.)
Fibre	27,105	38,231

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Imports into U. S. A.

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

Unmanufactured Asbestos:	Sept. 1935 Tons (2240 lbs.)	Sept. 1936 Tons (2240 lbs.)
Africa (Br. S.)	32	737
Canada	15,381	19,556
Cyprus, Malta and Gozo	489	259
Italy	68	187
Soviet Russia	211	423
	16,181	21,162
Value of Unmanufactured Asbestos Imported	*$510,391*	*$693,304*
Tabulation of Crudes and Fibres:		
Crude (Br. S.)	32	737
Crude (Canada)	147	129
Crude (Italy)	2	2
Mill Fibre (Canada)	4,971	4,686
Mill Fibre (Soviet Russia)	211	423
Lower Grades (Canada)	10,263	14,741
Lower Grades (Cyprus)	489	259
Lower Grades (Italy)	66	185
	16,181	21,162

Manufactured Asbestos Goods:	September 1936 Pounds
Austria (Pkg., fabricated and unfabricated)	721
Belgium (Shingles)	128,175
United Kingdom (Shingles)	522
United Kingdom (Yarn)	1,119
United Kingdom (Pkg., fabricated and unfabricated)	1,424
	131,961
Value	*$ 3,384*

There were also imported $177 worth from Germany and $38 worth from the United Kingdom of asbestos manufactures not classified. In all the value of asbestos manufactured goods imported during September was $3,599.

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Exports from U. S.A.

Exports of Unmanufactured Asbestos, during September1936 amounted to 272 tons valued at $19,768; compared with 76 tons at $9,609 in September 1935.

Exports of Manufactured Asbestos Goods:

	September 1935		September 1936	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Ribd.	118,222	$7,175	67,503	$ 7,960
Pipe Covering and Cement	136,721	8,790	119,383	5,563
Textiles, Yarn & Packing	122,731	54,796	122,842	58,898
Brake Lining				
Molded and Semi-molded	.....	43,482	.....	54,698
Not molded	75,739[1]	12,220	212,712	27,233
Clutch Facings	.....	.....	30,816[3]	9,765
Magnesia and Mfrs. of	229,436	14,973	136,444	18,043
Asbestos Roofing	1,847[2]	8,573	4,910[2]	16,472
Other Manufactures	194,997	19,599	195,840	17,568

[1]Lin. Ft. [2]Sqs. [3]Units

Exports of Raw Asbestos from Canada.

(Figures by Dominion Bureau of Statistics)

	October 1935		October 1936	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	510	$ 41,574	1,390	$ 75,204
United States	7,310	366,939	8,627	445,425
Australia	260	12,940	235	11,707
Belgium	300	16,090	660	33,250
France	20	2,215	335	32,728
Germany	374	39,670	1,167	85,488
Japan	305	15,144	1,140	44,389
Netherlands	204	17,684	33	1,155
Poland	44	3,146	.....	.....
Spain	42	1,570	.....	.....
	9,369	$516,972	13,587	$729,346
Sand and Waste				
United Kingdom	580	12,710	800	16,270
United States	12,584	192,726	19,998	324,230
Belgium	40	622	7	22
Brazil	5	110	.....	.....
France	.....	.....	29	616
Germany	237	4,740	247	5,223
Netherlands	132	2,566	.....	.....
Poland	.....	.....	16	363
Sweden	60	721	36	463
	13,638	214,195	21,127	347,187
	23,007	$731,167	34,714	$1,076,533

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Imports and Exports by England.

Imports of Raw Material.

	October 1935 Tons (2240 lbs.)	October 1935 Value	October 1936 Tons (2240 lbs.)	October 1936 Value
From Africa (Rhodesia)	1,335	£28,829	947	£20,312
From Africa (Union of S.)	683	10,512	1,505	26,504
From Africa (Port. E.)	–	1	–	–
From Austria	20	137	–	–
From Australia	–	–	22	328
From Belgium	2	37	–	–
From British India	2	78	–	–
From Canada	1,309	14,294	1,805	17,942
From Cyprus	–	–	44	725
From Finland	–	–	16	93
From Germany	18	603	–	–
From Italy	3	282	–	–
From Netherlands	–	71	–	–
From Soviet Russia	84	1,618	138	2,486
	3,456	£56,462	4,477	£ 68,390

Exports of Asbestos Manufactures:

	October 1935 Cwts.	October 1935 Value	October 1936 Cwts.	October 1936 Value
To Irish Free State	3,009	£ 3,688	4,596	£ 4,574
British India	5,131	8,729	3,405	9,239
Australia	1,356	5,670	1,440	9,110
Other British C'tries	16,784	26,697	23,773	32,141
Netherlands	1,547	5,051	1,714	5,026
Belgium	862	4,487	718	4,076
France	976	3,285	185	2,482
Italy	338	2,838	31	344
Other Foreign C'tries	10,713	33,271	11,428	37,023
	40,716	£93,716	47,290	104,015

Exports of Raw Asbestos from South Africa.

	August 1936 Tons (2000 lbs.)	August 1936 Value
To Australia	120	£ 1,592
Belgium	112	1,535
Canada	20	281
France	117	1,495
Germany	97	1,931
Holland	1	52
India	23	139
Japan	226	2,619
Portugal	10	209
United Kingdom	1,106	13,433
United States of America	20	448
	1,852	£23,734

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NEWS OF THE INDUSTRY

BIRTHDAYS:

Charles S. Donnelly, President, Mohawk Asbestos Shingles, Inc., Oneida, N. Y., December 16th.

W. E. Harvey, Asst. Treas., Thermoid Rubber Co., Trenton, N. J., December 19th.

John P. DuBois, Vice Pres. and General Sales Manager, Ehret Magnesia Manufacturing Co., Valley Forge, Pa., December 20th.

W. H. Huber, M. D., President, Asbestos Fibre Spinning Co., North Wales, Pa.. December 22nd.

George N. Clark, President, Clark Asbestos Co., Cleveland, O., December 22nd.

R. L. Clark, Manager, Clark Asbestos Co., Cleveland, O., December 22nd.

Jacob P. Epstein, President, Empire Asbestos Products, Inc., Glendale, L. I., N. Y., December 25th.

A. P. Smith, Secretary, Russell Mfg. Co., Middletown, Conn., December 25th.

W. H. Truesdale, Chairman, Carolina Asbestos Co., Davidson, N. C., December 26th.

Matthew J. Fitzgerald, Treasurer, Standard Asbestos Mfg. Co., Chicago, Ill., December 27th.

A. G. Newton, President, Rockbestos Corp., New Haven, Conn., December 28th.

Fred A. Mett, President, Powhatan Mining Corporation, Woodlawn, Baltimore, Md., December 29th.

C. E. Harwood, Sales Mgr., Russell Mfg. Co., Middletown, Conn., January 5th.

R. H. Chase, General Manager, Plant Rubber & Asbestos Works, San Francisco, Calif., January 11th.

John J. Liner, Vice President, Philadelphia Asbestos Co., Philadelphia, Pa., January 13th.

Thomas Murray, Mgr. Roofing Contract Department, W. S. Nott Co., Minneapolis, Minn., January 14th.

E. M. Smith, President, Emsco Asbestos Co., Downey, Calif., January 15th.

To all these gentlemen we extend congratulations and best wishes on the occasion of their birthdays.

RAYBESTOS DIVISION. A new and what is claimed to be a remarkably efficient brake lining set for Ford, Plymouth and Chevrolet cars, has recently been announced by Raybestos engineers. These new sets comprise the correct combination of molded and woven frictional materials and for this reason are very aptly named Raybestos Selective Sets. These sets are the completed result of a year's gruelling laboratory and proving

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ground tests, and are said to successfully meet every possible braking requirement.

RAYBESTOS-MANHATTAN, INC. The Net Income of Raybestos-Manhattan, Inc., was $1,461,525.87 during the nine months ended September 30, 1936, or $2.30 per share on the Company's stock, omitting the shares held in the Treasury. Last year, in the same period, Net Income was $1,108,902.15, or $1.75 per share. The profits for the current year were arrived at without provision for the surtax on undistributed profits.

KENILWORTH MANUFACTURING COMPANY, with headquarters at Kenilworth, N. J., has been organized by John A. Scharwath and a model plant is under construction for the manufacture of Asbestos-Cement Siding at that place.

The officers of the Company are President, Mrs. J. A. Scharwath; Treasurer and General Manager, John A. Scharwath. It will be remembered that Mr. Scharwath was formerly President of the National Asbestos Manufacturing Company of Jersey City.

Mr. Scharwath expects his new plant to be in operation the latter part of January.

UNITED STATES GYPSUM CO., Chicago, Ill., has announced the appointment of W. L. Keady as Vice President in charge of sales, to succeed Charles F. Henning, deceased. Mr. Keady formerly was Vice President in charge of operation, is a member of the company's board of directors and is widely experienced in all phases of the company's business.

L. H. Atkinson, formerly assistant to the Vice President in charge of sales, has been appointed general sales manager. In addition to his experience with the U. S. Gypsum Co., Mr. Atkinson has been Sales Manager of the Wood Conversion Co. and Vice President and General Manager of the Red Top Steel Post Co., a subsidiary of Inland Steel.

M. H. Basquim, formerly divisional production manager, has been appointed general manager of operation.

PACIFIC COAST ASBESTOS ASSOCIATION held its annual meeting on November 12th at the Sir Francis Drake Hotel, San Francisco.

The meeting was conducted by S. S. Wells of Bay Cities Asbestos Company, President of the Association for 1936. Thirty-eight were in attendance, besides four visitors from the East. The business affairs of the Association were crowded into a one day meeting on account of the many local activities incident to the opening of the San Francisco-Oakland Bay Bridge.

Officers and directors elected for 1937 were: President, George Baccrich (of the Asbestos Supply Company at Portland); Vice President, R. H. Chase (General Manager of Plant Rubber & Asbestos Works); Secretary-Treasurer, A. W. Knight (of Johns-Manville Corporation); Directors, W. O. Farrington

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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 **POWDER** **CLOTHS**
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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of the Keasbey & Mattison Company and O. E. Keller of the Philip Carey Company.

H. H. Heckroth of the Keasbey & Mattison Company, Ambler, Pa., and Donald Tulloch, Jr., of Philadelphia, Pa., were elected honorary members of the Association.

The program of the meeting included a short skit, "Fifty Years from Now." This portrayed an imaginary meeting of one of the local contractor groups in 1986, at which the problems of the Industry at that time were described and discussed, the deliberations being interrupted by a visitor from Mars, in an asbestos suit, who attended the meeting as a delegate from the Asbestos Industry in Mars, looking for information as to the solving of its problems. After listening to the learned discussions, he decided to give up the asbestos business and go back into the fish business. The skit was well rendered, the take-offs and mimicry being particularly well done, and hugely enjoyed by everyone present.

THE RUBEROID CO. Plans are completed and ground is being cleared for a $250,000 extension to the plant at St. Louis, Mo., of The Ruberoid Co. Completion of the extension, which will increase the capacity of the St. Louis plant by fifty percent, is expected by June 1937. The enlarged plant will provide employment for 200 additional men, bringing the total employed at St. Louis to around 675.

The purpose of the addition is to increase the output of shingles, sidings and other building products of asbestos-cement, for rapid distribution thruout the West and Middle West.

TURNER & NEWALL, LIMITED. Profits for the year ended September 30th last, have been recently published by Turner & Newall, Limited and amount to £1,163,308 ($5,816,540), an increase of £382,683 ($1,913,415) or approximately 49 per cent.

Much of this remarkable addition to the earnings is to be distributed among the ordinary stockholders, the final dividend being revised from 10 to 13¾%, making a total of 17½% for the year, compared with 12½% for 1934-35, and 10% for 1933-34. The dividend is thus restored to the immediate pre-depression level.

At the same time, the allocation to general reserve is also increased from £100,000 to £200,000 ($1,000,000) and the amount brought forward from £94,548 to £99,069 ($495,345). The new Ordinary shares issued last August do not rank for dividend until the current year.

While the chairman's speech at the annual general meeting last December indicated general improvement in the company's numerous activities connected with the asbestos industry, it certainly did not prepare stockholders for the exceptionally fine results now revealed.

ROBERT B. HALL, who has been Managing Director of the firm of Hall & Nielson, Limited, since 1921, and a Director in the

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firm for 35 years, was recently re-elected to the Bury Town Council, on which he has served for twelve years.

Hall & Nielson, Ltd., are manufacturers of "Bramec" brake lining at Bury, Lancashire, England.

THERMOID CO. and wholly owned domestic subsidiaries, including Southern Asbestos Co., shows a profit of $55,423 for the quarter ended September 30, 1936, after depreciation, interest, amortization, federal income taxes etc. This compared with a net loss of $18,941 in the same period in 1935.

VERMONT PRODUCTION CO., INC., operating quarries and asbestos fibre mills at Eden, Vermont, has announced a change in its corporate name to Vermont Asbestos Corporation. The change in name was adopted as being more descriptive of the company's business, which is the production of many grades of asbestos fibre from what is virtually the only operating chrysotile asbestos mine in the United States.

As the result of an extensive program of additions and improvements undertaken at the Vermont operations during the past year, the company has not only greatly increased gross production, but has made available shorter grades of fibre not heretofore recovered, in addition to longer fibres. Grades now include 0-2-10-4, 0-0-10-6, 0-0-8-8, 0-0-5-11, 0-0-2-14, 0-0-1-5, 0-0-0-16, no test, floats and special brake lining fibre.

The main offices of Vermont Asbestos Corporation are at 500 Fifth Avenue, New York. The Vermont operations are under the direction of F. E. Byrnes, Vice President, in charge of production. K. H. Behre is in charge of sales.

THE RUBEROID CO. The properties of the Lang Company, operating at Gloucester City, N. J., the largest plant in the United States for the manufacture of dry cells used in the production of roofing and building products, have been acquired by The Ruberoid Co. following liquidation and distribution of the assets of the Lang Company to The Ruberoid Co. as its sole stockholder. The Lang plant has an actual capacity of 45,000 tons and will be operated as the Lang Mills, Division of The Ruberoid Co., and, in conjunction with the Ruberoid plants at Joliet, Ill. and Erie, Pa., will increase the felt production capacity of The Ruberoid Co. to approximately 100,000 tons. The plant occupies 22 acres and employs about 200 men. For shipping purposes it has both water frontage with the largest pier in the Philadelphia metropolitan area, and direct rail connections. The Lang Mills products include dry cells used in the production of asphalt shingles and house sidings, asphalt roll roofing, and coal-tar roofing, also flooring felts, lining felts, deadening felts, and felts for insulating purposes in automobile construction.

PATENTS

Roofing. No. 2,057,245. Granted on October 13 to Albert E. F. Moine, Chicago, Ill., assignor to The Lehon Co., Chicago, a corporation of Illinois. Application April 2. 1932. Serial No. 602,644. Description upon request.

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Vibration-damping Assembly and Material. No. 2,057,251. Granted on October 13 to William R. Seigle, Mamaroneck, N. Y., assignor to Johns-Manville Corporation, New York City. Application March 13, 1935. Serial No. 10,956.

A vibration-damping structure including a vibratile object, a yieldable and inelastic felt adhered to the said object and a non-porous layer of vibration-damping material adhered to the felt, the said vibration damping material including a fluid of high internal friction and a large proportion of dense particles dispersed in non-contacting relationship in the said fluid.

Wall Assembly. No. 2,057,654. Granted on October 13 to Paul A. Voigt, Glendale, N. Y., assignor to Johns-Manville Corporation. Application June 13, 1936. Serial No. 84,983.

A wall assembly comprising a supporting sub-structure, a lightweight sheet of insulating material of the type of fibre board and a generally plane surface disposed over a sub-structure, a corrugated sheet disposed over the lightweight sheet, members securing the said sheet to the sub-structure and means for preventing the entrance of rain into the spaces defined between the convolutions of the corrugated sheet and the light weight sheet.

Toothed Friction Facing. No. 2,057,954. Granted on October 20 to M. F. Judd, Stratford, Conn., assignor to Raybestos-Manhattan, Inc., Passaic, N. J., a corporation of New Jersey. Application May 31, 1934, Serial No. 728,259.

A friction facing of the annular ring type having integral external or internal splines comprising a plurality of woven sheets of previously frictioned asbestos covered wire cloth plied together and cured, those portions of the sheets adjacent the spline area also containing a hardened synthetic resin, the asbestos covered wire strands of said plies being disposed fanwise with respect to the strands of adjacent plies.

Colored Fire Resistant Fabric. No. 2,058,120. Granted on October 20 to William L. Wirbelauer, Paterson, N. J., assignor to Johns-Manville Corporation. Application March 1, 1933. Serial No. 659,136.

A colored article of manufacture comprising asbestos cloth and paint associated therewith, the said paint including 3-chlor-2-hydroxy-diphenyl.

Colored asbestos cloth, adapted for use in awnings, comprising asbestos cloth and, associated therewith, a pliable coloring composition including a drying oil, a pigment, and combustion extinguishing, waterproofing, mildew-proofing, and plasticizing agents, the said coloring composition being provided with fractures at close intervals, to increase the pliability.

Structural Unit. No. 2,058,167. Granted on October 20 to Walter McQuade, Port Washington, N. Y., assignor to Johns-Manville Corporation, New York City. Application April 26, 1932. Serial No. 607,533.

In making a structural unit the method which comprises

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forming a wet crumbly sheet including Portland Cement and reinforcing fibres distributed therethruout, pressing strongly against a face of the sheet a flexible irregularly surfaced plate adapted to be appreciably flattened resiliently by the pressing operation, releasing the pressure, removing said plate from the impressed material and then hardening the cement therein.

Wall Assembly. No. 2,058,386. Granted on October 20 to Raymond V. Parsons, New York, assignor to Johns-Manville Corp., New York City. Application October 20, 1932. Serial No. 638,671.

A supporting sub-structure adapted for use in an assembly wall comprising a metal sill and a metal ceiling head plate, said sill and ceiling head plate being provided with transverse grooves with cuter ends of each groove at a substantial distance apart and an extensible I-stud extending from the sill to the ceiling member and engaged at either end of said grooves whereby turning of the stud on its longest axis and sidewise slipping of the stud are prevented.

Clutch Facing. No. 2,058,701. Granted on October 27 to John A. Lunn of Cambridge, Mass., assignor to Raybestos-Manhattan, Inc., Passaic, N. J. Application June 23, 1934. Serial No. 732,074.

A clutch facing of the woven-fabric-joined type having indentations below the surface level, staple fasteners in said indentations, said indentations being filled with friction producing material.

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.

Diktator. Serial No. 381,940. Hall Hardware Co., Minneapolis, Minn. Filed Aug. 8, 1936. For Asbestos Plastic Cement and Asphaltic Cement for Waterproofing and Sealing Roll Roofing. Passed Oct. 6.

Bondall. Serial No. 372,955. The Bondall Co., St. Louis, Mo. Filed Dec. 23, 1935. For Molded Products containing asbestos, viz: brake linings and brake blocks. Passed Oct. 27.

Amflex. Serial No. 382,032. The Anchor Packing Co., Philadelphia, Pa. Filed Aug. 11, 1936. For Machinery Packing formed variously from cotton duck, asbestos and the like. Passed Nov. 3.

Perm-Jack. Serial No. 383,322. Norristown Magnesia & Asbestos Co., Norristown, Pa. Filed Sept. 16, 1936. For Flexible and Rigid Panels of Heat Insulating Material. Passed December 1.

Perm-Tex. Serial No. 383,323. Norristown Magnesia & Asbestos Co., Norristown, Pa. Filed Sept. 16, 1936. For Flexible Sheets and Rigid Panels of Heat Insulating Material.

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THIS and THAT

The word "ASBESTOS" printed in letters a half inch high, and in green ink, across the center of his letterhead, is one distributor's method of advertising asbestos and, we think, a good one. It surely catches the eye. The name of the distributor, by the way, who uses this unique letterhead is Grant Wilson, Inc., of Chicago, Ill.

The new San Francisco-Oakland Bay Bridge is the world's largest bridge, 8¼ miles long, costing $77,600,000, requiring 200,000 tons of steel, 1,000,000 cubic yards of concrete, 200,000 gallons of paint.

It has 51 supporting piers, some of which had to go deeper to reach bed rock than was ever before done in any bridge engineering project, a maximum of 242 feet below water. C. J. Stover, who happened to be in San Francisco the day the bridge was formally opened, had the pleasure of driving over it.

"Essential Qualities of Wall Filling Insulation for Farm Buildings" is the title of a paper presented at a recent meeting of the American Society of Agricultural Engineers, by Willis M. Roos, insulation engineer for the United States Gypsum Company.

The next Leipzig Trade Fair, the 1977th session, will be held from February 28th to March 8th, inclusive. The general pickup in world trade is shown by the 8,000 exhibits gathered from twenty-six leading producing countries, including the United States. This historic exchange is much the oldest as it is the largest world market.

I think that I shall never see along the road an unscraped tree, with bark intact, and painted white, that no car ever hit at night. For every tree that's near the road has caused some auto to be towed.

Side-swiping trees is done a lot by drivers who are plum half-shot. God gave them eyes that they might see, yet any fool can hit a tree.-With apologies to Joyce Kilmer.

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A device invented by R. A. Nolan of the U. S. Navy for escaping from ships surrounded with blazing oil, is described as being shaped like a huge bird cage made up in a number of rings and ribs in the shape of a hemisphere, covered with asbestos cloth and provided with a life belt. It thus forms a floating, fireproof hood beneath whose protecting cover the victim can swim to safety.

No man finds enduring satisfaction in owning something, only in becoming something.

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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.

Commercial Grade
Underwriters' Grade
Grade AA
Grade AAA
Grade AAAA

Write for Textile Catalog

GENERAL ASBESTOS & RUBBER DIVISION

of

RAYBESTOS-MANHATTAN, Inc.
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All Our Readers

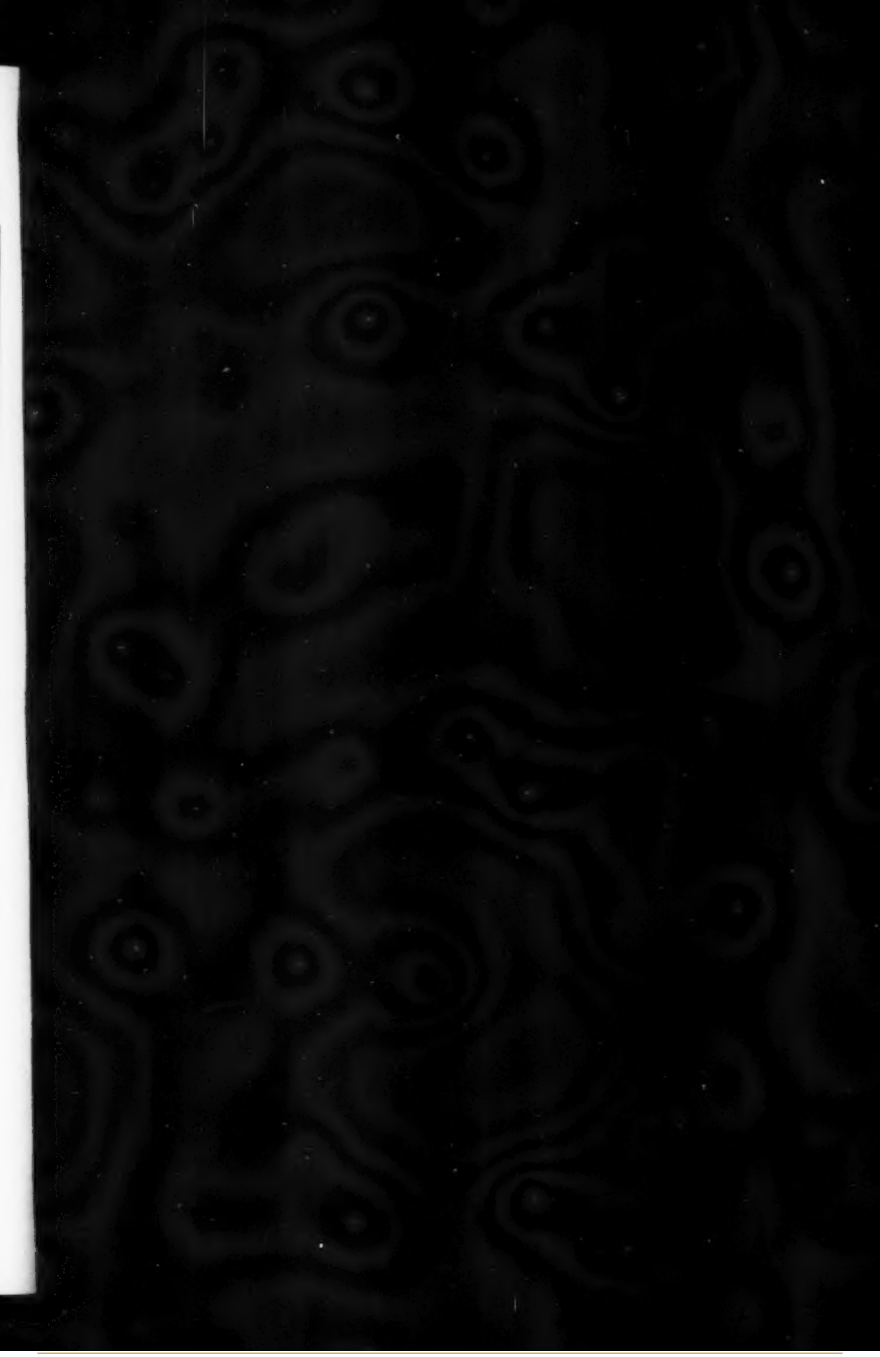
A Merry Christmas

and

A

Happy New Year

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