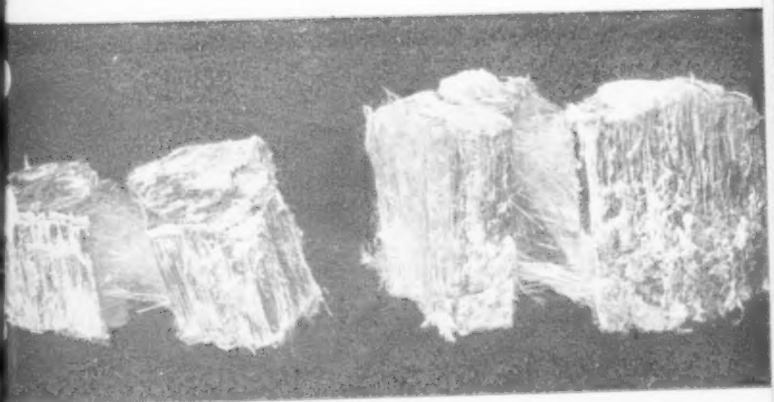
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JANUARY, NINETEEN THIRTY-SEVEN

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of

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"ASBESTOS"

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

A. S. ROSSITER, *EDITOR*

PUBLISHED BY SECRETARIAL SERVICE
16th FLOOR INQUIRER BUILDING
PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, *Proprietor*

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

Volume 18 | JANUARY 1937 | Number 7

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GREETINGS

Announcements, Forecasts, Comments

W. W. F. Shepherd, Director, Turner & Newall Limited and President Pro Tem, Keasbey & Mattison Co., extends Greetings to the Industry and makes some important announcements:

It gives me great pleasure to extend, for the first time through the medium of your Journal, my greetings and those of the Keasbey & Mattison Company to the asbestos industry in U. S. A.

The year which has just closed has been one of progress for all of us and it is indeed satisfactory to anticipate, as I think we can all do, the continuance of this progress during 1937. The years of depression have been trying to all, but now that we are definitely emerging from them we can look forward with confidence to reaping some of the reward of our efforts and patience during the past seven years.

It is well known to the industry that some three years ago Turner & Newall Limited, a company with which I have the honor to be associated, acquired a controlling interest in the Keasbey & Mattison Company, together with an option to acquire the balance of the Keasbey & Mattison stock at any time during five years from February, 1934. This option has now been exercised on behalf of Turner & Newall Limited, and the bonds of the Keasbey & Mattison Company, issued to various banks, have also been purchased by them.

The Keasbey & Mattison Company thus becomes a wholly owned subsidiary company of Turner & Newall Limited, and in these circumstances A. S. Blagden, President, and W. J. Donahue, Vice President of the Keasbey & Mattison Company, have tendered their resignations to the Board, feeling that their work, originally started on behalf of banking interests, has now been completed. These resignations have been accepted by the Board and it is the intenton of Turner & Newall Limited to recom-

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mend to the Keasbey & Mattison Company the appointment of Ernest H. Muehleck as President of the Keasbey & Mattison Company.

Mr. Muehleck is an American citizen, a native of Philadelphia, and has had many years industrial experience both in the United States and in Europe. He is at present engaged in familiarizing himself with manufacturing processes of the asbestos and magnesia industries in the Turner & Newall Limited factories in England. It is hoped that he will be able to take up his duties with the Keasbey & Mattison Company in September of 1937, and meantime, in the absence of the President pro tem, W. C. Scott, Vice President, will be the senior officer of the company.

Pending Mr. Muehleck's assumption of his duties, the Board of Directors of the Keasbey & Mattison Company has been reconstituted and is now as follows:

W. W. F. Shepherd, President pro tem
W. C. Scott, First Vice President
J. W. Ledeboer, Second Vice President
H. H. Heckroth
D. P. Osterhout.

I am sure that when Mr. Muehleck takes up his duties he will receive a great welcome from the industry and his appointment will be a continuation of the declared policy of Turner & Newall Limited that its American interests shall remain under the management of American citizens.

Herbert Abraham, President of The Ruberoid Co., comments on the 1937 outlook for the residential building industry.

A steady acceleration of activity in the residential construction industry that may closely approach 1929 proportions by the end of 1937 and should continue for four or five years, is predicted by Herbert Abraham, President of The Ruberoid Co., manufacturers of asphalt and asbestos building products.

Mr. Abraham's prediction is based chiefly, on five

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considerations: first, the actual experience of The Ruberoid Co. during the past three years; second, the growing improvement in general business conditions; third, greatly increased employment by private industry; fourth, the tremendous backlog of repairs, replacements, and new construction piled up during the depression years, and, fifth, the present position of the building industry in its underlying economic cycle.

With respect to the experience of The Ruberoid Co., as far back as the Spring of 1934 the outlook for residential construction was considered sufficiently improved to warrant inauguration of an extensive expansion program, which has included up to this time a $1,500,000 investment in plant extensions and improvements, the addition to the company's immediate manufacturing facilities of the largest plant in the country for the production of building felts, and the acquisition of control at Eden, Vermont, of what is virtually the only operating chrysotile asbestos mine in the United States. The rapid increase in sales volume during the past two years shows these preparations for better times to have been amply justified.

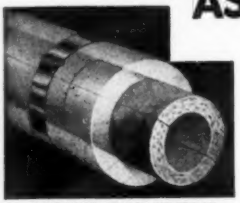
Second: the rapidly growing improvement in the general business outlook is having a particularly stimulating effect on new residential building among people in comfortable financial circumstances. Evidence of this is found, in reports from real estate operators that for the first time in nearly seven years there is a substantially increased demand for new homes costing from $10,000 upwards.

The third consideration, and a highly important one, is the continued absorption of the unemployed by private industry during 1936. This has had the effect not only of increasing purchasing power among people of moderate means, but of largely eliminating the feeling of insecurity which has previously deterred even highly skilled wage earners with regular jobs from considering either new homes or extensive repairs of old ones.

The belief of the Ruberoid management in 1934 that a progressive revival of residential construction had started was largely due, according to Mr. Abraham, to a

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rapidly increasing demand for building products made of asbestos-cement. To prepare for this, large extensions of buildings and equipment for the manufacture of asbestos products were undertaken at the company's plants at South Bound Brook, N. J., Mobile, Ala., and St. Louis, Mo.

Lewis H. Brown, President, Johns-Manville Corporation, sends Greetings:

The past year seems to have been the transition stage between troublesome times and a prosperous era for the Asbestos Industry.

We have been fortunate in being able to provide more and steadier work for our employees and to return to our stockholders—the partners in our business—a return on their investment.

Our research facilities have made distinct progress. Our capital structures are on a sound basis. In brief, our house is in order for the increase in business which I feel sure we will enjoy during the coming year. Expansion in construction and in industrial plants seems imminent and this activity will mean a busy year in supplying our customers with their needs.

My best wishes for continued further development and happiness during 1937 go to every member of the industry.

A. K. Burgstresser, President of Norristown Magnesia & Asbestos Company, voices appreciation for development work of Asbestos Executives:

Looking back over 1936, the Asbestos Industry can be justly proud of the progress it has made during that period. Fortunately for the Industry, it has connected with it many men who are aggressive and who spend much of their time and effort in the development and promotion of their ideas to further the use of Asbestos, and for that reason the Industry as a whole has each year made, and no doubt will continue to make, progress that will be beneficial to those who have a part in the Industry.

With the valuable possession of such men, I am sure the Industry can look forward to the coming years with even greater success than it has gained in the past, and to that

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end we congratulate those who have taken part in such development.

G. D. Crabbs, President, Philip Carey Manufacturing Company, prophesies improvement in the Asbestos Industry, and points to signs of industrial development:

The Asbestos Industry may safely look forward to a decided improvement in 1937 as compared to any of the past four or five years. All estimates for building work in 1937 seem to point toward a considerable increase in volume so unless there is some unexpected reduction in the gross profit per unit, the Industry should enjoy a considerably higher volume of business, which should include a fair rate of profit. We are particularly encouraged by the anticipated amount of industrial development as it is from this type of construction that the Asbestos Industry ordinarily obtains some of its most profitable volume. This type of business combined with both an increase in the amount of industrial production and the increasing use of asbestos in manufactured materials will still further increase the probability of the Industry finding 1937 to be a very good year.

A. M. Ehret, Jr., President and Treasurer of the Ehret Magnesia Manufacturing Company, sends greetings to the Asbestos Industry and speaks optimistically of the future:

I wish to take this opportunity of wishing all members of the Asbestos Industry a Happy New Year.

Based on current reports and forecasts, it would seem as though we were entitled to a prosperous 1937, in the bargain.

I believe that Industry has become acclimated to some of the major governmental policies, and also feel that after four years of experiment, some successful and some not so, Washington will definitely support business, in its efforts to insure permanent recovery.

Giles Newton, Managing Director, Cape Asbestos Company, Limited, of London, sends "ASBESTOS" a word of

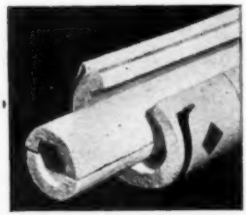
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commendation, and extends greetings to the Asbestos Industry:

In reviewing the remarkable progress made by our Industry during the past year, I would like to pay a very genuine tribute to the wide and impartial services of "ASBESTOS".

Your paper, it seems to me, is the sole unifying agency amongst our widespread members and I take this opportunity of sending through your pages our Greetings to all our friends.

C. J. Stover stresses **cooperation** *in his greeting to the Industry:*

From all corners of the earth where Asbestos is digged from the ground, thru the brokers, converters, jobbers and consumers, the happy news comes of better and still better business.

Since Asbestos is, after all, a Service Industry, catering to practically all other industries, we can derive an especial satisfaction in that *service,* real service, is more useful to society than goods; in fact, minus the service the manufacture and flow of goods would be slowed down most seriously.

All along the line, I notice a greater alertness to the real needs of our industry with slightly less concern for the individual brand. This is as it should be, and while comparable to the importance of a grain of sand at the seashore, it does, nonetheless, mark a *trend.*

Our organization here in Philadelphia, being in close touch with all phases of this industry, and with many others as well, is more conscious of competitive changes than most.

More and more each year the competition between industries for a share of the consumer's dollar, increases. Those industries in which the individual units are pulling together *for the industry's* product against other products of other industries are really progressing.

Conversely, where piratical competition among units is

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ASBESTOS

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

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Works: MILLINGTON, N. J.

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the rule, competing industries which *are* cooperating clearly are going to town.

For twenty years we have preached and practiced cooperation and, much ground has been gained.

We congratulate those sections of the Asbestos Industry which have learned at least a little of teamwork and are happy in knowing that even the backward groups are coming closer and closer to the light.

May 1937 be kind, generous and comforting to you and yours!

1936 CANADIAN PRODUCTION

Increases in output of many mineral products and improved prices for several metals combined to make 1936 a record year in the mineral production of Canada according to report released on January 1st, 1937 by the Mining, Metallurgical and Chemical Branch of the Dominion Bureau of Statistics at Ottawa.

The output of asbestos exceeds that of any former year, official estimate placing it at 307, 596 short tons, valued at $10,131,000 compared with 210,467 tons valued at $7,054,614 in 1935, an increase of 46 per cent (in quantity). This even exceeds the previous high of 306,055 tons established in 1929. Production in 1936 was entirely from the province of Quebec. Other than coal, asbestos is the most important non-metallic mineral from point of value, produced in Canada.

RAW ASBESTOS
N. V. NEDERLANDSCHE ASBEST MY
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ROTTERDAM (Holland)
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ASBESTOS WITH LATEX

By R. L. Fine

One of the chief difficulties of using latex (liquid rubber) as a bonding material for applying rubber to asbestos for the manufacture of friction materials (including brake linings and clutch facings) arises from the fact that asbestos tends to coagulate and cause clotting of the latex.

Such action is caused by the positive electric charge on the asbestos fibres and/or the small amount of water soluble (calcium) salts contained in the fibres. According to Dr. Royce J. Noble, research chemist, in his recently published book "Latex in Industry" three methods have been devolved to overcome these coagulating tendencies.

The more popular of these methods is one in which loose asbestos fibres of medium length are suspended in water and run into a Hollander and circulated; the fillers are then introduced and become absorbed on the fibres; suitably compounded latex, diluted to 2% solids, is added to this suspension, with the mass thickening without any lumps being formulated. After thoro mixing, the asbestos mixture is pumped out and diluted to approximately 3% solids. It is then run onto a paper machine (such as the Fourdrinier) and formed into sheets with a thickness sufficient to produce a 3/16 inch thickness in the final product, these sheets having a "somewhat laminated structure." The sheets then follow the regular procedure to a press, to a drying chamber, and are then compacted in a hydraulic press or calender. When a hard, tough sheet is desired the asbestos should be all short fibre and increased percentages of sulfur should be used in the mixture or compound.

In the second method suggested by Dr. Noble, the asbestos is disintegrated in the Hollander in the usual manner with only enough water used to make the mass workable. A 30% latex concentrate is then added and intermixed with the asbestos slurry. Additional materials, powdered metals and the like, are added, with the whole being pressed under a hydraulic, pressures up to 4,000

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pounds to the square inch being employed. The resulting sheet of friction material is removed and dried, run thru a two roll calender for smoothing and compressing purposes, cut into strips of desired widths and lengths, and vulcanized. The sheets made from this process are homogeneous in structure, with the density controlled by the amount of hydraulic pressure used.

Greater stability toward the coagulative influence of asbestos is obtained in the third method in which the charge on the latex particles is either neutralized or reversed. These particles are flocculated by the addition of metal salts. Thorium salts have been successfully used for this purpose. Alternatively, acid latices, which should be added directly to the asbestos, may be employed.

A variation of combining asbestos and latex calls for the washing of asbestos until free of soluble salts with a protective agent added to the asbestos instead of the latex. Water or dilute acid may be used for washing the asbestos. Mild alkalies, such as tri-sodium phosphate, are good protective agents to incorporate with the asbestos. Additional processes are in a state of development.

ASBESTOS SILO

Following the pre-fabricated Asbestos House come other pre-fabricated buildings, and the latest seems to be the Asbestos Silo.

The Asbestos Silo is constructed from Asbestos-Cement Corrugated Sheathing and is described by the manufacturers as permanent, airtight, frostproof, windproof and vermin proof.

The Asbestos Bin & Silo Co., 621 N. Rampart St., New Orleans, La., not only build the silo for the farmer but crush the silage from corn sorghum or soy beans, or whatever forage crop is available, fill it to capacity and turn it over ready to use.

Undoubtedly Asbestos-Cement products are admirable for use on farms, being cleanly, attractive in appearance and requiring little or no maintenance expense.

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ASBESTOS TRADE--

Extracted from Minerals Circular No. 10 Published by U. S. Dept. of Commerce

Brazil has large deposits of asbestos within its borders (found mostly in the States of Minas Geraes, Bahia, Pernambuco and Rio Grande de Norte) but it is of very low grade, the fibres exceptionally short and weak, and very rarely found in pure state, usually being mixed with talc, kaolin and iron oxide. Practically its only use is for cheap insulating material when mixed with binders and for the manufacture of tiles.

There is little or no importation of raw asbestos mainly because of the high duty. During 1935 only 31 tons, valued at $4,000 were imported. It is obvious, therefore that Brazil must import the greater percentage of its requirements of asbestos manufactured products. During 1935 611,562 kilos (approx. 674 short tons) of asbestos manufactures were imported, valued at $192, 529; the imports consisting of brake lining, packing, asbestos blocks, cement and general insulating material and corrugated or plain sheets.

Finland is the only one of the Scandinavian countries which mines asbestos on a commercial scale, the 1934 production being 14,000 metric tons. From the crude asbestos mined in 1934, 3,687 metric tons of asbestos fibre were manufactured[1] in 1935, as well as 177 tons of asbestos board and 900 tons of insulation material. Exports of asbestos fibre during 1935 amounted to 1,265 metric tons. Finnish imports of asbestos are negligible.

Japan. The Miyoshi Asbestos Mining Co., mines asbestos in Manchuria and is now operating 2 mining areas, the daily output being about 7 tons. The consumption of asbestos fibre, as well as packing and other forms of manufactured asbestos products, is increasing year by year owing to the expansion of industrial plants and to the great variety of uses to which these articles are being put in everyday life. Asbestos is manufactured locally into roofing slate, millboards, packings, yarns, pipe, etc.

Imports of asbestos into Japan during 1935 totalled

[1]It is not quite clear just what is meant by this statement.

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23,792 short tons, compared with 22,566 tons in 1934, 119 tons of this coming from Manchukuo, a new source of supply.

Asbestos products in appreciable volume are used in industrial enterprises, especially in acid-producing plants and the like. Of recent years the domestic production of pipe coverings, millboards, packings, cloth, yarn, etc., has been concentrated on and developed, with the result that the home product has replaced that of foreign origin.

WHITE ASBESTOS FIBRE

Can anyone supply a really white asbestos fibre of grade suitable for the making of asbestos-cement products?

A firm making asbestos cement specialties, such as washstands, sinks, drain boards, decorative wall tiles, etc., in the lighter colors, finds the greyish white fibre unsatisfactory from an artistic standpoint, particularly when the article itself is pure white.

They ask us where they can obtain a really white asbestos fibre, or whether there is any known process for whitening it.

Just at present the firm doesn't want to reveal its name but we will pass along promptly any information our readers can supply to help solve this problem.

This is the second inquiry we have had for really white asbestos fibre, the other concerning the spinning grade.

What can our readers do about it?

WANTED

United States Sales Agent for
Finnish Asbestos Fibres

address

A/B FINLANDS INDUSTRIKONTOR
Helsingfors, Finland

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SERVICE

Service is our watchword for 1937.

All of you, we hope, are going to be tremendously busy during 1937. Most of you are going to need at odd moments, and some not so odd, some special information on Asbestos or Asbestos Products. These occasions may occur frequently—or spasmodically. When they come, all you need do is grab a pencil, or a typewriter, or dictaphone, and send us a message—

The information you need, true enough, may be right at your elbow in that file of "ASBESTOS" which you, of course, keep in your office, but, no matter, we will simply send back by return mail, airmail if necessary, or even a wire if you're in a *dreadful* hurry. "Look in the December 1934 issue "ASBESTOS", page 8, or "See top page 28, April 1936 "ASBESTOS". "

And there the information will be!

Of course it will not always be as easy as that, and we may even have to finally confess that we can't dig up a single, solitary fact which will help you—like the request we had for the foundation of a rumor about using asbestos yarn in automobile tires—nobody ever did find the answer to that one but we are still hoping that someone is going to spring a grand surprise some day and tell us all about it.

Anyway, as we said before, SERVICE, a little extra service, is our plan for 1937, and this means for every *reader* (whether an actual subscriber or not).

In the meantime our plan begins by trying to give you in this, the first number of what promises to be a good year for all of you, a lot of information, an idea or two, and our very best wishes for a prosperous 1937.

Success is the result of doing something in an unusual manner by someone who has character, courage, intelligence, common sense, skill, a keen observation, and a real desire to be of service to his fellow man.— *O. V. Baron.*

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VERMONT ASBESTOS



. . . FREE FROM FOREIGN FIBRES

No wood fibres from riggings — no splinters from railroad ties—contaminate Vermont Asbestos fibres. Every shipment is uniform, pure asbestos fibres—so essential to quality manufacturing. Send for samples and prices.

ASBESTOS FIBRES FOR MANUFACTURING

- Shingles
- Millboard
- Brake Lining
- Clutch Facing
- Roofing Paint
- Asbestos Paper
- Boiler Coverings
- Moulded Products

VERMONT ASBESTOS CORPORATION

HYDE PARK, VERMONT

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

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MARKET CONDITIONS

GENERAL BUSINESS

The present sentiment in business is, we should say, highly optimistic, and this sentiment, nor the firm conviction that recovery is actually here is not confined to the United States.

To quote from various sources:

"The year 1936 has closed with business at the highest level since the depression began and 1937 opens with great expectations. There are few industries in this country (U. S. A.) and few sections of the world, in which conditions have not shown pronounced improvement." *National City Bank.*

"For 1937 we look forward to a continuance of improvement in business. As the increased use of electric energy continues, of course there will be a decrease in the margin of surplus generating capacity which is so essential to the rendering of good service to the public. Hence it will be necessary for the utilities to increase their plants, with a consequent expansion in orders for heavy goods, which are so much needed in our shops and to restore general employment in capital goods industries." *Gerard Swope, President, General Electric Company.*

The recovery forces of this country, have, in the year 1936, shown strength and growth remarkable under any circumstances, but especially so in the year of a presidential election, and conditions of great unsettlement in foreign countries. Contrariwise to all these influences, business in the United States has gained substantially, both in volume and in profit margin, until in these respects the level is within hailing distance of pre-depression years.

"There is every indication that the momentum of this recovery urge will carry further improvement for the year 1937. In so saying, it must be borne in mind that there are many elements of uncertainty which, thruout the year, may work either in retardation or in acceleration of this urge." *F. A. Merrick, President, Westinghouse Elec. & Mfg. Co.*

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ASBESTOS - RAW MATERIAL

Not much change from last month—prices firm. Splendid demand with very substantial bookings for 1937.

ASBESTOS - MANUFACTURED GOODS

Textiles. The situation in asbestos textiles remains about the same as reported last month. Volume of fine listing tapes remains large and demand for other textile products is fair. Prices are firm and indications point to a steady increase in the volume of all manufactured textiles.

Insulation. High Pressure. Seasonal Fall demand has put a temporary strain on certain processing equipment which had been allowed to deteriorate during the past several lean years. Deliveries will, within thirty days, again be prompt and satisfactory because such equipment is being rapidly reconditioned, and the demand will probably drop with the turn of the year.

Insulation. Low Pressure. There has been the usual slow down in this Industry over inventory time, but expectations are that demand will pick up about the middle of January as jobbers' stocks are reported to be very low. Prices are firm.

Paper and Millboard. Demand is holding very well in the Paper market and prices are firm. In millboard we find that demand in this market is good with prices holding.

Asbestos Cement Products. There is no change in the asbestos cement industry situation. The industry has enjoyed by far its largest volume year on asbestos shingles, due to the great increase in the demand for sidings and is looking forward to a further normal increase in this volume during 1937.

The general price level remains the same as it has been for many months and while there has been a falling off in sales, normal at this season of the year, the decline has been less in proportion than in previous years.

Demand for industrial products such as corrugated and flat sheets, as well as wallboards, continues to be quite satisfactory.

These brief remarks on the market situation have been written from opinions and comments received from various sources. All such comments and ideas are always welcomed.

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CONTRACTORS AND DISTRIBUTORS PAGE

New Markets for The New Year

There seems to be no doubt that the coming year offers greater opportunities for all businesses than any recent one. The huge demands for goods and services, unsatisfied during recent depression years, have become so insistent that industry and consumers are now being forced to make long deferred purchases for maintenance and, in many cases, for new productive facilities and for homes.

If ever there were a time for the Asbestos Contractor and Distributor to cash in, it is now. A few examples of old markets now recovering, and new possibilities for marketing asbestos products may point the way for increased sales effort and more satisfactory profits for contractors and distributors.

It is estimated that the value of manufactured products needed to make up the existing housing shortage is 18 billion dollars. It is the contractor's job to assure himself, thru well directed sales effort, of his share of that sum. Asbestos shingles, wallboard, tile and other products should account for a substantial portion of this figure.

In addition to these more or less staple products, however, the sale and installation of acoustical products, *sound insulation*, promises large rewards to the progressive contractor who wants to keep in step with modern demands.

If the pipe manufacturing industry could sell the home owner the idea of insisting on non-rusting pipe in his new home, is there any reason why the asbestos industry can't sell him insulation for the heating lines? Here is another market, too long neglected, on which the contractor should concentrate his efforts.

But home owners are not the only ones whose purchases were curtailed by depression. The estimated cost of manufactured goods necessary to recondition and expand the power plants of public utilities and private industry is in the neighborhood of 5 billion dollars. The contractor who is on the job will get a substantial portion of this sum by pushing high temperature insulations, refractories, packings and other power plant specialties, made by the asbestos industry. This is not a new market but it will be profitable during the coming year.

An infant industry with a real future is that of air conditioning. The depression slowed it down but it's coming back fast and the contractor who makes a study of proper heat and sound insulation for air conditioning systems will find it returning dividends to him during the coming year and those just ahead.

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There's going to be plenty of business for the contractor in 1937 *if* he goes out after it. You can't sit back and wait for customers to place orders in 1937. There are too many new materials and new uses for old ones, too many high efficiency requirements calling for individually engineered specifications and applications, too many other industries competing for a share of the purchaser's dollar.

Good business is here but you'll have to go out and get it.

—*Contributed.*

Building

For the sixth time this year, the last three for consecutive months, the monthly volume of private construction has exceeded the total for public projects of every description. Reporting on construction in November, 1936, F. W. Dodge Corporation showed a total of $208,204,200 for the 37 eastern states covering both public and private jobs, as against $188,115,000 for November, 1935 and $225,767,900 for October of this year. Of the November, 1936 total about 58 per cent represented private projects, the remainder being public. For November, 1935 private construction accounted for less than 40 per cent of the total.

Residential building during November in the 37 eastern states amounted to $68,440,700 as against only $39,695,200 for November, 1935 and $79,664,200 for October this year. Non-residential building reported by the Dodge organization totaled $65,895,300 for November as against $68,080,300 for November of last year and $79,071,300 for October, 1936. Heavy engineering projects of every description undertaken in the 37 eastern states during November amounted to $73, 868,200 as against $80,339,500 for November, 1935 and $67,032,400 for October, 1936.

The total volume of construction started in the 37 eastern states during the elapsed eleven months of 1936 amounted to $2,475,600,300 as compared with $1,580,408,400 for the corresponding eleven months of 1935. Of the 1936 cumulative total, $736,136,500 was for residential building; $880,303,700 for non-residential building; while the remainder went for heavy engineering projects. For residential building the improvement over 1935 now stands at 70 per cent while for non-residential building the gain is almost 60 per cent.

Still waiting for suggestions for slogans. Put on your thinking caps and send us some really good ones. One received last month but we should have a number to choose from. No limit to the number of slogans you send in.



Wood Sole Shoes
Made especially for
ASBESTOS WORKERS
Leather Uppers — Sizes 6 to 12
P. J. NOEBEL & CO.
27-29 Lawton St. BROOKLYN, N. Y.

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HOBBIES-- A Lesson in Selling

By J. T. Bartlett

When Joe W....., salesman, was a young fellow, he aspired to be a cartoonist. He took a correspondence course, and developed considerable skill. With a few strokes of a pencil, he could, for example, caricature almost any face—so friends would recognize, get a laugh.

Joe became, instead, a salesman and a good one. Now he cashes in on that cartooning talent. Often he will address a post card to a prospect informing him that he will shortly call. And on the postcard, he will draw a caricature of the prospect.

Always he makes a hit. He has found his way into the good graces of many a buyer so.

All of this is rather typical. Clever salesmen with hobbies find numerous ways to cash in on them in selling.

For example, the salesman who is an amateur magician puts on little stunts, offhand, every little while. Another salesman, who once was a vaudeville performer, entertains at association conventions. Still another, whose hobby is fishing, somehow or other seems to find fishermen among his prospects and customers everywhere. The hobby becomes the basis of a firm friendship.

However, just about the best demonstration of how a hobby can be made very productive concerns a salesman who set out to be a lawyer, learned public speaking. As a salesman, he has developed a number of highly entertaining and inspirational talks for employees. His skill has been noised around. Consequence—often he is asked to address the employees of a customer or prospect. He does it—always goes over. Does he get the business? What do *you* think?

Hobbies, cleverly used, are great little sales-producers!

No man will ever be a big executive who feels that he must either openly or under cover, follow up every order he gives and see that it is done—nor will he develop a capable assistant.—*Selected*

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Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines).

	October 1936 Tons (2000 lbs.)	Value £	s	d
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	495.60	6,596	9	8
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,566.83	55,842	17	10
Victoria District				
D. S. O. (Mashaba Rho. Asb. Co. Ltd.)	95.10	1,208	4	....
Gath's & King (Rho. & Gen. Asb. Corp. Ltd.)	604.50	8,050	8	7
Murie Asbestos (Mashaba Rho. Asb. Co., Ltd.)	15.50	205	....	....
	4,777.53	£71,903	0	1
October 1935	*4,052.70*	*£62,959*	*5*	

Africa (Union of South)

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

	October 1936 Tons (2000 lbs.)
Transvaal	
Amosite	466.92
Blue	42.70
Chrysotile	1,072.00
Cape	
Blue	293.36
	1,874.98

Canada

For estimated 1936 Production see page 12.

Figures for November have not yet been received.

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Imports into U. S. A.
(Figures published by U. S. Dept of Commerce)

Unmanufactured Asbestos.	Oct. 1935 Tons (2240 lbs.)	Oct. 1936 Tons (2240 lbs.)
Africa (Br. S.)	263	799
Canada	15,397	25,503
Cyprus, Malta & Gozo	319	590
Italy	67	137
Soviet Russia	1,146	925
United Kingdom	114	11
	17,306	27,965
Tabulation of Crudes and Fibres:		
Crude (Br. S. Africa)	263	799
Crude (Canada)	147	192
Crude (Italy)	1	.....
Crude (United Kingdom)	114	11
Mill Fibre (Canada)	5,363	7,604
Mill Fibre (Soviet Russia)	984	925
Lower Grades (Canada)	9,887	17,707
Lower Grades (Cyprus, Malta & Gozo)	319	590
Lower Grades (Soviet Russia)	162	.....
Lower Grades (Italy)	66	137
	17,306	27,965
Value of Unmanufactured Asbestos Imported	*$565,916*	*$922,185*

Manufactured Asbestos Goods:	October 1936 Pounds
Austria (Pkg., Fabricated &Unfabricated)	2,448
Belgium (Shingles)	180,996
Germany (Woven Fabrics)	198
United Kingdom (Yarn)	1,380
United Kingdom (Pkg., Fabricated & Unfabricated	3,261
United Kingdom (Woven Fabrics)	2,792
Value *$6,406*	191,075

There were also imported $934 worth from Germany and $47 worth from Canada, of asbestos manufactures not classified. In all, the value of asbestos manufactured goods imported during September was $7,027.

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Exports from U. S. A.

Exports of Unmanufactured Asbestos, during October 1936 amounted to 193 tons, valued at $10,166; compared with 139 tons, valued at $14,090 during October 1935.

Exports of Manufactured Asbestos Goods:

	October 1935		October 1936	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	105,676	$10,860	114,348	$ 6,710
Pipe Covering and Cement	195,478	10,512	237,410	12,724
Textiles, Yarn & Packing	148,958	60,827	136,183	58,350
Brake Lining—				
Molded and Semi-molded	.....	54,198	.....	60,182
Not Molded	126,987[1]	19,562	88,743[1]	14,427
Clutch Facings	.....	.....	70,429[3]	16,434
Magnesia and Mfrs. of	134,118	8,851	233,207	23,578
Asbestos Roofing	1,907[2]	12,873	4,439[2]	18,375
Other Manufactures	252,560	25,782	252,039	20,477

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

Imports and Exports by England

Imports of Raw Material

	November 1935		November 1936	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Africa (Rhodesia	972	£22,270	1,598	£39,586
From Africa (Union of S.)	1,304	23,469	1,265	17,712
From Australia	26	402	2	33
From Canada	1,246	17,199	1,679	18,602
From Cyprus	41	514	51	808
From Germany	.....	.....	.....	1
From Italy	10	442	.....	.....
From Soviet Russia	114	1,910	143	2,037
From U. S. of America	11	787	.....	90
	3,724	£66,993	4,738	£78,869

Exports of Asbestos Manufactures:

	November 1935		November 1936	
	Cwts.	Value	Cwts.	Value
To Irish Free State	3,843	£ 4,283	4,592	£ 4,375
British India	5,951	8,583	3,147	7,512
Australia	890	6,330	1,070	6,378
Other British Countries	20,048	23,199	22,325	26,158
Netherlands	1,260	4,576	1,409	4,706
Belgium	477	3,338	545	3,071
France	519	2,738	174	2,903
Italy	193	3,047	75	725
Other Foreign Countries	11,200	30,143	8,523	28,096
	44,381	£86,417	41,860	£83,924

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Exports of Raw Asbestos from Canada.

(Figures by Dominion Bureau of Statistics)

	November 1935		November 1936	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	1,002	$ 58,805	1,396	$ 90,055
United States	6,761	329,517	7,853	383,250
Australia	273	13,300	218	10,762
British India	20	1,000	40	2,000
Argentina	.....	.....	17	850
Belgium	490	26,396	180	7,950
Colombia	.....	.....	1	100
France	298	20,650	200	19,675
Germany	1,103	105,808	1,626	124,045
Italy	.....	....	9	4,400
Japan	35	1,102	4,822	201,613
Netherlands	119	8,625	11	545
Spain	173	9,521	.....	.....
Uruguay	25	2,250	.....	.....
	10,299	$576,974	16,373	$845,245
Sand and Waste				
United Kingdom	384	7,179	720	13,961
United States	10,162	159,041	15,043	244,867
Argentina	15	148	11	242
Belgium	225	4,132	132	1,884
Cuba	.....	.....	30	240
France	80	1,820	180	2,685
Germany	216	4,476	442	8,487
Japan	.....	.....	30	575
Netherlands	90	1,980	44	847
Poland	.....	.....	66	1,363
Puerto Rico	30	297	.....	.....
Venezuela	5	54	.....	.....
	11,207	$179,127	16,698	$275,151
	21,506	*$756,101*	*33,071*	*$1,120,396*

ASBESTOS STOCK QUOTATIONS

	Par	Div.	December 1936 Low	High	Last
Asbestos Corpn. (Com.) V. T.	np	–	77½	118	118
Certainteed (Com.)	np	–	13¼	17⅝	17⅝
Certainteed (6% Prior Pfd.)	100	6	62	72½	72½
Flintkote (Com.)	np	–	35¾	42⅜	42⅜
Johns-Manville (Com.)	np	–	140½	152	152
Johns-Manville (Pfd.)	100	7	123	126½	126
Raybestos-Manhattan (Com.)	np	1.50	34	37¾	37¾
Ruberoid (Com.)	np	1.00	101	121⅛	121⅛
Thermoid (Com.)	np	–	10¼	12½	11
U. S. Gypsum (Com.)	20	–	116¼	123⅝	122½
U. S. Gypsum (Pfd.)	100	7	164¼	168¼	167

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NEWS OF THE INDUSTRY

BIRTHDAYS:

J. H. Nankervis, Vice President, Magnesia-Asbestos Insulation Co., New York City, N. Y., January 16th.
Arthur J. Reed, President, Asbestos Distributors, Inc., Port Chester, N. Y., January 16th.
A. F. Matheis, Asst. Vice President, Thermoid Rubber Co., Trenton, N. J., January 17th.
E. C. Nankervis, President, Magnesia-Asbestos Insulation Co., New York City, N. Y., January 19th.
Henry W. Grebe, President, Central Asbestos & Magnesia Co., Chicago, Ill., January 21st.
G. D. Crabbs, President, Philip Carey Mfg. Co., Lockland, Cincinnati, Ohio, January 22nd.
Henry S. Demarest, President & Treasurer, Greene, Tweed & Co., New York City, N. Y., February 1st.
Capt. James G. Ross, General Manager, Asbestos Corporation, Limited, Thetford Mines, P. Q., February 1st.
L. C. Rugen, Vice President, Vermont Asbestos Corporation, New York City, N. Y., February 6th.
H. A. Hirschfeld, President, Standard Asbestos Co., Inc., New York City, N. Y., February 11th.
Lewis H. Brown, President, Johns-Manville Corp., New York City, N. Y., February 13th.
Robert W. Steele, President, Asbestos Corporation, Ltd., Thetford Mines, P. Q., February 15th.

Our congratulations and best wishes are extended to these gentlemen on the occasion of their birthdays.

PROMOTION. The Norristown Magnesia & Asbestos Company of Norristown, Pa., announces the promotion of Thomas Jenkins, formerly Superintendent of their plant, to the position of General Manager and Vice President of the Company.

QUASI-ARC. The whole of the shares in the Quasi-Arc Company have been acquired by the British Oxygen Company on a share exchange basis. The Quasi-Arc Company was formed in 1911 to exploit inventions relating to the process of electric welding, their chief product being an electrode or welding rod of steel covered with blue asbestos yarn. In 1930 Turner & Newall acquired £400,000 issued ordinary capital of the company in exchange for 285,000 ordinary and 115,000 preference shares of £1 each. The amalgamation with the British Oxygen Company is considered to be a logical development in rationalisation and has been arranged on terms satisfactory to all concerned.

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VICE PRESIDENT. The election of H. M. Shackelford as Vice President of the Johns-Manville Sales Corporation is announced. Mr. Shackelford, for the last three years has been Sales Promotion Manager for Johns-Manville, which position he retains under his new title.



H. M. Shackelford

A Hoosier, Mr. Shackelford entered the services of the Goodyear Tire and Rubber Company after his graduation from Indianna University. During the World War he served as an officer in the Field Artillery. This was followed by a brief period as coal mine operator in his native state. Later, a successful theattrical career on the Broadway stage and in radio was cut short when a preference for business caused him to join Johns-Manville in 1928 as manager of national shows and exhibits. In 1931 he was made assistant to Ken R. Dyke, Sales Promotion Manager, whom he succeeded in 1933 when Mr. Dyke resigned to become advertising manager for the Colgate-Palmolive-Peet Co. Mr. Shackelford's election as Vice President follows three successful years in directing Johns-Manville's extensive advertising and sales promotional activities.

PROMOTION. Announcement has been made by Thermoid of the promotion of Sam K. Dennis to the position of Director of Replacement Sales, on November 1st. Mr. Dennis has been with Thermoid 13 years; first as District Manager, then Sales Supervisor; for the last five years he has been Division Sales Manager of the Southwest Division.

ERROR. The Lang Co., whose properties at Gloucester, N. J., were recently acquired by The Ruberoid Co. manufacture dry **felts,** not dry cells as was stated in our December number, page 35. Merely a telephonic error,—felts and cells do sound alike over the telephone.

DIVIDENDS. A special year-end dividend distribution of $3.00 per share for the calendar year 1936 and a quarterly dividend of 25 cents per share, were both payed December 21, 1936, by The Ruberoid Co. The payments brought the total of Ruberoid dividends for 1936 to $4.00 per share, compared with $2.50 in 1935. The company observed its fiftieth anniversary in 1936 and the payment of these dividends marked the close of a continuous period of forty-eight years during which dividends have been paid each year.

ELECTRICAL ENGINEER. Specializing in power company problems, Harold S. Moore recently joined Rockbestos Products, Inc.

DEVELOPMENT. Report of the Mashaba Rhodesian Asbestos

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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.I.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
369 LEXINGTON AVE. **NEW YORK CITY**

TELEPHONE—CALEDONIA 5-4044

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Company for the 18 months ended September 30th, just issued, states that the period has been extended in order to include the development expenditure incurred on new property purchased and on property option on which has been exercised and part of purchase price paid.

The report reveals that stockholders did not support to any considerable extent the offer of stock made last year, and owing to this and the failure of underwriters to complete their undertaking, it has not been possible to purchase the machinery required. Temporary finance is being negotiated to meet immediate needs pending the annual meeting when more permanent proposals will be put forward in order to provide funds to carry out the program referred to at the last annual meeting and also to complete purchase of the new property. The accounts show a net loss for the period of £4,135. The whole of the new development work has been carried out at a cost of just under £20,000, a large proportion of the expenditure having been met by sales of fibre produced while carrying out the development.

The mill and plant are said to be running satisfactorily. During development, production has been kept at a steady figure and should be more than doubled immediately after the erection of the necessary plant. It is claimed that orders continue satisfactory but that the company is unable to accept some of the large contracts offered.

CELEBRATION. Johns-Manville Corporation employees at General Headquarters in New York City, were given a three and a half days holiday over Christmas, starting at noon on December 24. The afternoon of December 24 was given over to various luncheons and parties by the different floors; the evening to a dance.

Extra compensation checks were distributed among the nearly 10,000 employees of the Corporation, on the basis of one week's salary to those in service more than one year and lesser amounts to those with a service record of six months.

QUARTER CENTURY OF SERVICE. Walter B. Lowry recently completed 25 years of service and was admitted to membership in the Johns-Manville Quarter-Century Club on December 24, being presented, as is the custom, with a gold watch. We congratulate Mr. Lowry.

PATENTS

(September Patents, thru error, were omitted from the December number, that number containing the October patents instead. Patents granted in September, therefore, appear below).

Backing for Composition Friction Elements. No. 2,052,808. Granted on September 1, to Ray E. Spokes, Ann Arbor, Mich., assignor to American Brakeblok Corporation, New York. Application December 11, 1934. Serial No. 756,949.

In a composition friction element which has a composition body, the combination therewith of a fabric backing embedded in

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one face of the body and comprising a plurality of warp threads arranged in pairs at spaced intervals across the backing, a plurality of weft threads passing across said warp threads in space relation with each other, the weft threads alternately passing above and below the warp threads, the spacing of the pairs of warp threads from each other and the spacing of the weft threads from each other affording relatively large openings in the fabric in which the composition body is embedded, said warp and weft threads each comprising a metallic core and a fabric covering about the core including asbestos to render said threads passing diagonally over the pairs of warp threads in opposite directions on opposite sides of each weft thread longitudinally of the fabric and under each weft thread in opposition to warp thread passing thereover, the locking threads being smaller than the warp and weft threads so as not to restrict the size of the openings in the backing in which the composition is embedded.

Corner Portion of Assembly Wall. No. 2,053,482. Granted on September 8 to George D. Kellogg, Pelham Manor, N. Y., assignor to Johns-Manville Corp. Application April 21, 1934. Serial No. 721,685.

A building structure comprising in combination two walls having each spaced apart faces and meeting at an angle to form a corner, a composite stud including means supporting the faces of one wall in pre-determined spaced relationship to each other and means secured to the first mentioned means, supporting the faces of the other wall in pre-determined spaced relationship to each other, the combination of the said means holding in contacting relationship the edge portions of the facing elements constituting the inside of the said corner.

Wick for Fuel Burners. No. 2,053,898. Granted on September 8 to John R. Dennis, Providence, R. I., assignor to International Braid Company, a corporation of Massachusetts. Application December 24, 1932. Serial No. 648,739.

A wick for a liquid fuel burner comprising a body formed of intermeshing strands containing asbestos with some of these strands extending beyond the body in spaced formation to leave openings of substantially the size of the strands between them and being sufficiently stiff to support themselves beyond the edge of the body.

Stove Pad. No. 2,054,687. Granted on September 15 to John F. Weiland and Jacob Wachstein, Pittsburg, Pa. Application January 6, 1936. Serial No. 57,685.

A stove pad unit consisting of a main body composed of an upper and lower rectangular asbestos sheet, the lower one of said sheets extending beyond and being deflected upwardly into the plane of the upper sheet, and a rectangular sheet metal housing therefor laid over the upper sheet having its edge portions downwardly and inwardly bent around the extended and upwardly deflected edge portions of said lower sheet, one of said edge portions of the lower asbestos sheet being turned down-

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wardly and the adjacent edge portion of the sheet metal housing being similarly bent around it providing a retaining lip.

Fibrous Material. No. 2,055,446. Granted on September 22 to Edward R. Powell, Alexandria, Ind., assignor to Johns-Manville Corp. Application October 10, 1933. Serial No. 693,042. Description upon request.

Insulating Material. No. 2,055,877. Granted on September 29 to John F. Palmer, St. Joseph, Mich. Original application November 25, 1932. Serial No. 644,195. Divided and this application March 2, 1935. Serial No. 8,999.

The method of fabricating an insulating material which consists in coating the under side of a top sheet of paper and the upper side of a bottom sheet of paper with adhesive rubber, corrugating one of the sheets and adhering the corrugated sheet to the other or backing sheet by the adhesiveness of the rubber coating.

Packing Box for Centrifuges. No. 2,055,904. Granted on September 29 to Hans Olof Lindgren, Appelviken, Sweden, assignor to The DeLaval Separator Company, New York City. Application January 12, 1933. Serial No. 651,324. In Sweden January 30, 1932.

The combination with a rotatable shaft and a stationary packing box, of a collar surrounding and engaging the shaft and enclosed and fixedly secured by the packing box; said collar comprising a relatively thick member of rubber and a relatively thin lining of asbestos of a texture rendering it inherently permeable to its inner surface by rubber in the process of vulcanization; the said inner asbestos lining being vulcanized fast to the outer member and comprising an outer zone penetrated by rubber and an inner zone free of rubber.

Grease Retainer. No. 2,055,917. Granted on September 29 to John H. Victor, Evanston, and William A. Heinze, Chicago, Ill., assignors to Victor Mfg. & Gasket Co., Chicago, Ill. Application January 27, 1933. Serial No. 653,820. Description upon request.

Reinforced Grease Retainer. No 2,055,918. Granted on September 29 to John H. Victor, Evanston and William A. Heinze, Chicago, Ill., assignors to Victor Mfg. & Gasket Co., Chicago, Ill. Application June 28, 1933. Serial No. 677,992. Description upon request.

Brake Lining Drilling and Countersinking Machine. No. 2,059,223. Granted on November 3 to George William Fleming, Bradford, N. H., assignor to Milford Rivet and Machine Co., Milford, Conn. Application January 25, 1935. Serial No. 3463. Description upon request.

Moulded Brake Lining. No. 2,059,387. Granted on November 3 to William Nanfeldt, Clifton, N. J., assignor to Worldestos Corporation, Paterson, N. J., a corporation of Delaware. Application November 26, 1930. Serial No. 498,287.

The combination in molds for curing linings of a die ele-

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ment having a concave recess, a plunger element of convex contour complemental to said die element, means for moving said mold members into and out of matching relation with respect to brake lining material possessed therein, guides for maintaining said die and plunger elements in alignment when contour as the inner surface of the mold for positioning the brake lining sections in the die elements, said shell being adapted to remain in position while the article is being molded.

Replacement Unit Ceiling Construction. No. 2,059,483. Granted on November 3, to Raymond V. Parsons, New York City, assignor to Johns-Manville Corporation. Application December 24, 1931. Serial No. 583,043.

A multiple unit ceiling comprising rigid panels, a supporting super-structure, a channel bar with beaded web members defining a groove therebetween, means securing the said bar to the super-structure and bracket clips interlocked in pairs in the said groove assisting in maintaining the alignment of each other and limiting the movement of the panels.

Reinforced Clutch Ring. No. 2,059,576. Granted on November 3 to John Glick, Milford, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application February 27, 1935. Serial No. 8500.

A friction ring comprising a reinforcing plate provided with a plurality of apertures, plugs insertable in said apertures and imperforated friction facings positioned upon opposite faces of said plate and adhesively united to said plugs.

Brake Lining. No. 2,061,919. Granted on November 24 to William Nanfeldt, Clifton, N. J., assignor to Worldbestos Corporation, Paterson, N. J. Application October 31, 1931. Serial No. 572,345. Renewed April 22, 1936.

A curvilinear brake band lining consisting of a plurality of separated layers of Asbestos-containing material and bonding material substantially free of asbestos fibres in which said layers are embedded, said surface curving outwardly from the edges thereof relative to the center of curvature of the lining.

AUTOMOBILE PRODUCTION

The production of automotive vehicles during the month of November shot up to 405,702 (394,890 in the United States and 10,812 in Canada), compared with 229,989 in October. It did not quite reach the 1935 total, however, which was 408,550 (395,059 in the United States and 13,491 in Canada.)

The eleven months of 1936, showed quite a gain over the 11 months of 1935; November 1936 production was 4, 097,725 compared with 3,701,494 in November 1935.

The total for the year 1935 was 4,119,811 so it is quite obvious that the total for the year 1936 will be quite a bit higher than that for 1935.

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IDEA-PROVOKING--

A new title for an old function

Just last month one of our readers wrote us for certain information in connection with an article recently appearing in our pages and in closing complimented us on our "idea-provoking" magazine.

While we have never stated it in just those words, that really is one of the functions, or perhaps a better word would be "aims" of this magazine.

We do not try to discuss world problems, that is not in our line; politics, economics—let those argue pro and con who know far more about them than do we, and so with any number of general subjects. Our sole purpose is to keep the asbestos industry advised of developments within it. Perhaps someone in the Industry may see in one of our most casual remarks some practical and even valuable, idea which has not yet been discovered and yet which might greatly enhance the growth of the asbestos industry.

It isn't always the hidden idea which leads to the greatest returns; sometimes the most obvious one lies unnoticed for years until someone comes along who recognizes it, or circumstance or chance points it out.

This is only one of the reasons why asbestos firms should see that their executive, sales and research staffs receive and read "ASBESTOS," to say nothing of various department heads and purchasing agents. One copy to the head executive—or one copy for reference purposes is not enough. Every man in your organization should be urged to read the Industry's magazine.

In describing a mountain climbing expedition up one of the "lower slopes of Nanda Devi" (Himalayas), mention is made of the fact that the climbers wore shoes lined with asbestos.

A progressive town is one which always has the main street torn up for some improvements.

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THIS and THAT

Papers presented at the Winter Meeting of the American Society of Agricultural Engineers—"Summary of Insulation Materials Used in Farm Structures," by Willis M. Rees, Insulation Engineer of the U. S. Gypsum Company of Chicago; and "Air Conditioning Applications to Wisconsin Agriculture" by S. A. Witsel—give an inkling of the large market for insulation on the farm. Readers may borrow our copies at any time.

This announcement is a trifle late but we understand an asbestos stocking, made for the especial purpose (and not to wear) of hanging before fireplaces has been invented and featured by a New York shoeman.

The 43rd Annual Meeting of the American Society of Heating and Ventilating Engineers will be held at Hotel Statler, St. Louis, Mo., January 25th to 27th inclusive. On January 27th papers will be presented at the morning session by A. A. Sherman and R. C. Cross on "Heat Losses and Efficiencies of Fuels in Residential Heating."

Capt. Richard L. Reiss, an internationally recognized authority on public housing will arrive in New York City from England on January 20 to make a speaking tour of the eastern States under the auspices of the National Public Housing Conference.

His itinerary now includes, Washington, Baltimore, New York, Philadelphia, Pittsburgh, Chicago, St. Paul, Milwaukee, Madison, Columbus, Cincinnati, Toledo, St. Louis, Indianapolis, South Bend, Fort Wayne, Des Moines, Detroit, Cleveland, Akron, Youngstown, Buffalo, Albany, Boston, Hartford, Bridgeport, New Haven, Princeton, N. J. Address Miss Helen Alfred, Secretary National Public Housing Conference, 112 E. 19th Street, New York City, for date of his address in your nearest town.

Capt. Reiss is a member of the London County Council's housing committee, the body charged with the slum clearance and rehousing program of London. He is thoroly familiar with his subject and an excellent speaker.

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Our Aim for 1937

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Brokers, Contractors, Distributors,
and
All Others Interested in
Asbestos, Asbestos Products
and Allied Lines
By Discussion of Their Problems

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