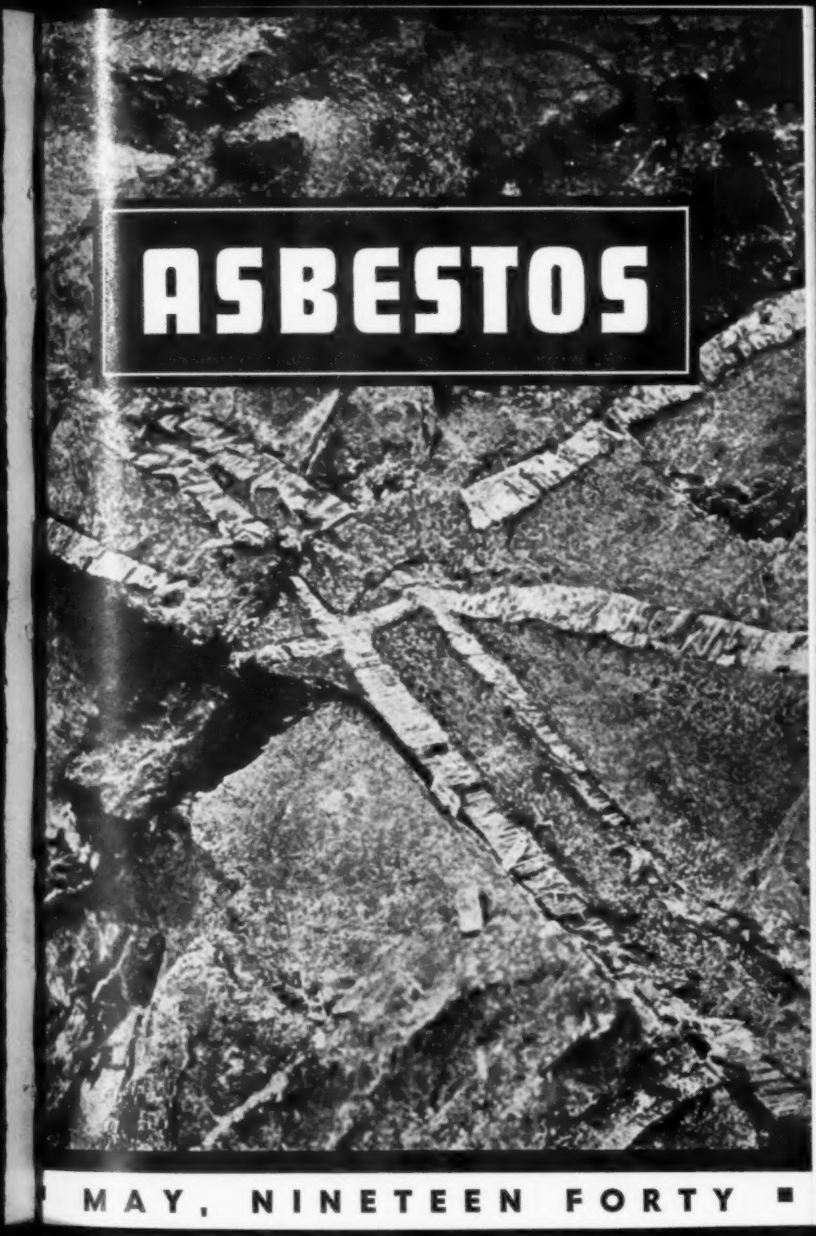


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FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

PUBLISHED MONTHLY 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 21 MAY 1940 Number 11

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THE JOB MOBILIZATION CAMPAIGN

Pennsylvania's Plan To Reduce Unemployment

By Ernest Muehleck[1]

Since last November the people of Pennsylvania have been engaged in a far-reaching Job Mobilization Campaign to reduce unemployment and taxes by, firstly, creating job opportunities and, secondly, inaugurating re-training programs for people on relief thruout the State, and for the extension and enlargement of existing vocational training programs in our public schools. This short article which the editor of "ASBESTOS" magazine has very kindly consented to publish, is written in the belief that its readers who reside in other States may be interested to learn about the plan and what it has actually accomplished to date.

Realizing the extreme seriousness of the situation which confronts the people of Pennsylvania, more than 10,000 citizens have been giving time, thought and energy to this non-political, civic undertaking in which business, labor, and government have joined in a mutual non-partisan effort. The Campaign was instituted and sponsored by Governor Arthur H. James who appointed the Pennsylvania Job Mobilization Committee, which in turn has its various sub-committees and many local district committees thruout the State.

A survey of Pennsylvania's general fund expenditures for the fiscal year 1934-35 indicates that unemployment relief expenditures were 20.7% of the total, while in the fiscal year 1938-39 they amounted to 58.2%, or approximately $131,000,000. The figures of the Pennsylvania Department of Public Assistance also show that every employable unemployed person who is on State relief today, if employed, would relieve the State of a burden of $371 per year.

[1] President of Keasbey & Mattison Company, and a member of the Pennsylvania Job Mobilization Sub-Committee on Building Trades and Allied Manufacturing Industries.

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The Renovize Campaign which ended on May 1st, has had the broad general purpose of permanently improving the economic life of Pennsylvania. The word "renovize" is a coined word to cover the entire field of repairing, remodeling, refurnishing, and rehabilitating of homes, factories, stores, apartments, hotels, and farm buildings.

In Ambler and the surrounding district, several of the leading citizens offered their services and formed the local Job Mobilization Campaign Committee. Our local campaign was started on March 15th, when the winter was commencing to break, and lasted until May 1st. At the start of the Campaign, the Burgess issued a proclamation; all firms, trades people, banks, and newspapers cooperated to the fullest extent; special campaign posters were displayed, and the local district milk dealers arranged for the printed "Renovize" circulars to be attached to every milk bottle delivered in Ambler and vicinity, thereby insuring nearly 100% distribution. An office with telephone was established in Ambler, the personnel of which was made up of girls from the Commercial Class of the Ambler High School.

The results achieved have been very gratifying in that in our comparatively small district, pledges for "Renovize" work have been received and are being carried out in the amount of $62,379. In addition to this there is considerable work which is not covered by pledges; such as, sewer connections and six new houses under construction. At this writing it is impossible to establish just how many people have been taken off relief, because the statistics are compiled for the county thru the main office in Norristown, Pa. It is, however, evident that the campaign has brought about the immediate purchase of materials that produce business for local jobbers and retailers, for the wholesalers supplying them, and for the manufacturers, thereby stimulating employment all along the line. Statistics received from the Job Mobilization Committee headquarters in Harrisburg, Pa., show that the state-wide campaign has created jobs for more than 40,000 people, and that "Renovize" work pledged by property owners thruout the State is in excess of

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$100,000,000. The general assistance rolls have continued to move downward appreciably, week by week, and the usual winter seasonal increase in the number of relief recipients has not taken place this year.

Altho the actual Job Mobilization Campaign ended on May 1st, it is very likely that the various main subcommittees, approximately twelve in number, representing the principal industries and trades thruout the State, will be kept intact in order to act in an advisory capacity when called upon by the State Department of Commerce, as well as to further the second part of the program which, as previously stated, covers vocational training and retraining.

Those who are actively engaged in assisting the State to relieve unemployment firmly believe that this second part of the program will, after a few years' time, yield much greater and more far-reaching results than anything which has been accomplished to date. We believe it is high time that not only the citizens of Pennsylvania but also those of most of the other States, should drastically reduce the over-emphasis on preparation for the white collar jobs and turn with increasing vigor toward combined action in the training of youth for blue collar jobs. One of the most important of the many recent developments is the reported shortage in Pennsylvania of skilled and semi-skilled workers in approximately 300 different trades. We are already feeling the results of this shortage in the skilled trades, and when recovery comes these increasing shortages will become acute. Specific suggestions have been made by the Job Mobilization Committee and action is being taken thru the local communities for a state-wide campaign along the following lines:

1. Training for Youth—Greatly enlarged and adequately manned vocational training courses in the public schools, open to all who wish to enroll and whose aptitudes indicate that they can profit from such instruction. For the in-school training of youth in vocations suitable to the needs of the community, and specifically for those unable to go to college, all youth who possess the proper aptitudes should have optional opportunity for vocational training at the high school level. Similarly, every suitable opportunity should be made avail-

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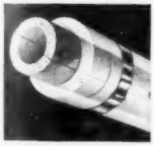
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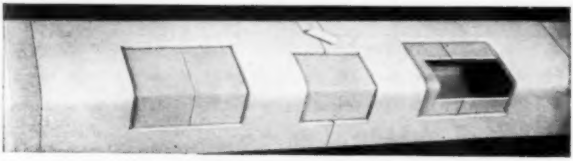
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able for the vocational training of qualified out-of-school, unemployed youth.

2. Retraining for Adults—Greater opportunity for the retraining of qualified adult workers—so as to equip them with new skills demanded by constantly changing industrial equipment and production methods. The need for such service is expressed in the success of one community (Williamsport) where unemployment has been largely defeated thruout the depression; where a retraining program, operated in the schools, has reinforced old or fragmentary skills of 300 to nearly 800 individuals each year, many of them relief recipients, and placed them in new occupations or in occupations that are related to their old skills. A recent survey of that community indicates that seventy per cent of relief recipents who are able to work are unskilled or possess obsolete skills. It was found that approximately eighty-five per cent of these could be trained for skilled or semi-skilled work.

All of those who have been and are actively engaged in this undertaking thruout the Commonwealth of Pennsylvania realize that at this time we are only assisting to relieve the existing rather tragic unemployment and tax situations, but beyond that, we believe that the greatest benefits will come when the current cycle of disturbed and uncertain foreign and domestic conditions has passed and private capital is released and again begins to flow into industry.

—:—

Have you filled out and returned to the U. S. Census Bureau, the forms covering the Bi-ennial Census of Manufacturers?

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ACID-BONDED ASBESTOS COMPOSITIONS

By D. Wolochow[1]

While it is fairly generally known that chrysotile asbestos is attacked by strong acid solutions, it does not seem to have been realized that by properly controlling the decomposition it is possible to obtain products which may have industrial application.

The method of obtaining these compositions consists in the addition of a cold acid solution to short asbestos fibre, or to a mixture of short fibre and ground serpentine, so as to obtain a plastic mass which is formed into the desired shape and then dried at about 120°C. Table I illustrates the results obtained with sulphuric and phosphoric acid solutions.

TABLE I

Asbestos-acid compositions

H_2SO_4 soln.	Gm. H_2SO_4 per 100 gm. asbestos	Tensile strength lb./sq. in.	H_3PO_4 soln.	H_3PO_4 in product	Tensile strength lb./sq. in.
20%	15	180	15%	12%	105
30	22	210	22.5	18	205
40	37.5	220	30	21	365
50	45	260	45	29	800
60	45	400	45	31	640

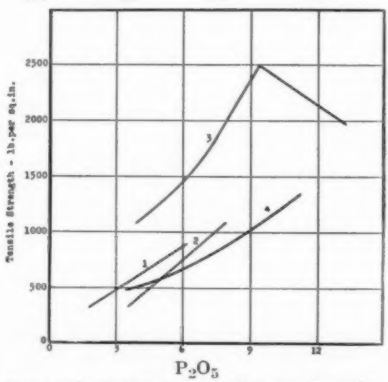


Fig. 1.

1 — 30% H_3PO_4

2 — 45% H_3PO_4

3 — 60% H_3PO_4

4 — $CaH_4(PO_4)_2$

[1] Chemist, National Research Laboratories, Ottawa, Canada.

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An alternative method consists in molding the mixture of asbestos and acid solution under pressure, in which case stronger and denser products are obtained with less acid. With a molding pressure of about 15,000 pounds per square inch, results such as are shown in Figure 1 are obtained. It will be noticed that monocalcium phosphate can be used instead of phosphoric acid. In fact, the use of salts which will react in this manner is very convenient. The results obtained will of course depend both on the percentage of salt and of water. This is illustrated in Table II.

Table II

Asbestos-phosphate compositions

Asbestos fibre 86%	Salt, 85% $CaH_4(PO_4)_2$ 14%	Added water	Tensile strength lb./sq. in.	Density gm./cc.
		0%	320	1.76
		3	775	1.87
		5	1250	1.94
		7.5	1350	1.94
		10	925	1.94

Reference: U. S. Patent 1,962,577, June 12, 1934.

A SMOOTHER CORE SAND

Mixing a short grade of asbestos with Core Sand is said to result in a much smoother core and one which seems to hold up better.

A firm in making experiments with Core Sand gives us this information and asks whether we have ever heard of asbestos being used for that purpose. We never have, and are appealing to our readers to supply us with any information they may have or can obtain concerning such a use.

What grade of asbestos is the most suitable? What proportion gives the best results? Has any material other than asbestos ever been used for the same purpose?

If it can be definitely established that the mixture of asbestos and Core Sand actually does give better results, this new use should surely open up a large market for a low grade of asbestos fibre.

We urge readers to send us any information they may have on this apparently new use for asbestos.

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CORRUGATED TURNS DECORATIVE

A prosaic, albeit efficient, roofing or siding material for industrial buildings, factories, warehouses and other places where large expanses of walls or roofs are to be covered, and where fireproofing, durability and neatness are the principal requisities—that is the function which corrugated asbestos-cement was designed to perform.

Such uses of this very practical material require large quantities of material and run into many thousands of dollars. Beside them, the small quantities used to enhance some unique scheme of modern decoration are really insignificant so far as quantity and profits are concerned, but on the other hand the results are much more



Unusual is the use of Corrugated Asbestos-Cement on this garage—designed by the Dunbrick Supply Co. of Charleston, W. Va.

Photo by courtesy of Philip Carey Co.

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Corrugated Asbestos-Cement fashions the fireplace at right.





At left—The Corrugated Panels break the monotony of the wood veneered walls.

Photos by courtesy Johns-Manville

interesting, and the ingenuity of architects, and artists is constantly adding to the number of such installations.

One of the first decorative applications of Corrugated which came to our attention was the use of this material as the ceiling of the British Building at the New York World's Fair, where the sheets were painted a pale blue. The effect was excellent altho probably observed by very few persons and even fewer really knew what the material was.

A more recent and more noticeable use of Corrugated Sheets in the way of decoration was made by The Valley Motors Service of Nitro, W. Va., who had sheets of it set into pilasters on the front and sides of their new garage. The sheets are 21 inches by 10 feet and give the rich-looking, unique effect of corrugated stone carvings.

It has also been used around the show windows of store fronts with most artistic results. Here usefulness combines with attractiveness because of the weatherproof

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qualities of the material.

These are instances of exterior decoration, but the effects obtained when it is used for interior adornment are even more successful.

We are especially intrigued by the fireplace (pictured) which utilizes asbestos-cement corrugated in place of the usual brick or stone front; here its fireproof quality is valuable also. This application is in the basement of a residence, apparently planned as a den or recreation room, and one can imagine the attractiveness of the room which has walls of the plain sheets of asbestos-cement, and fireplace of the corrugated sheets, the gay colors of furniture and hangings standing out most pleasingly against the soft silver-gray tone of the asbestos-cement.

In fact the natural color of the Asbestos-Cement—silver-gray—is the color tone most used in modern decoration as a neutral background for the vivid blues and reds so much in vogue at present.

One of the best illustrations of the really esthetic values of corrugated asbestos-cement is found in its application as panels between sections of wood veneered plain asbestos-cement sheets, in one of the reception rooms of Johns-Manville Corporation. Here the use of what might otherwise be considered an inartistic material, lends quiet dignity to the room and modifies the austere effect which most certainly would have resulted if the monotony of the plain walls had not been broken by the corrugated sections or panels. In this installation the corrugated panels are painted a dark brown tone, which harmonizes with the wood veneer of the plain panels.

Both corrugated and plain asbestos-cement sheets seem to fit in with the lines of modern decoration and no doubt these materials will find increasing use in a decorative way.

—:—

Our real boss is the man who buys our goods. It is only by satisfying him that our business can be made to thrive. — Ruberoid report to Employees.

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FROM A ROCK IT COMES

"From a rock it comes and to a rock it will return and I don't want no rocks on my piston rods." Thus a practical engineer disposed of this writer's arguments many years ago when he attempted to sell asbestos packing for steam piston rods.

It is a fact that initially there was considerable prejudice against asbestos rod packings because of the wide spread belief that asbestos was a harsh abrasive material.

We must admit that in the early days of the industry there may have been some reason for such prejudice because the asbestos fibre probably was not properly prepared and as a consequence asbestos yarns and cloths may have frequently contained bits of rock, metal, wood and other harsh foreign particles which would scratch highly polished piston rods or cylinder walls.

Today, however, the preparation of asbestos fibres, the spinning of asbestos yarn, and the weaving of asbestos cloth have progressed to the point where the inclusion of harsh foreign particles in the finished product is almost an impossibility and practically unknown.

Today a piece of high grade asbestos cloth made from suitable textile fibre is a soft silky piece of fabric in which there is no indication of scratchiness and in this respect it compares favorably with vegetable fibres. The choice for packing of asbestos versus other fibres, should be decided entirely on service with respect to temperature and other operating conditions and never on the relative merits of one fibre versus another with respect to abrasion. Asbestos properly prepared and properly made into suitable packings is not injurious to either a rod or a cylinder.

In fact we can go a step farther and state that where the effect of the packing on the rod or shaft is a matter of vital importance, asbestos may be superior to other fibres, because asbestos packings have the ability to absorb high percentages of lubricant. For instance there is no mystery in the wide spread use of braided asbestos packings for

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centrifugal and rotary pump service even for cold water applications. The popularity is due largely to the high lubricant carrying quality of asbestos which insures against seizure of the shaft, and against undue heat and friction. It is not unusual for braided asbestos packings to carry mineral oil lubricants in quantities equal to the weight of the dry asbestos.

Whenever asbestos packings, or for that matter packings made from other materials, are blamed for cutting, scoring or scratching a rod, shaft or cylinder, it is in nearly every case due to lack of lubrication, or other improper operating conditions. More and more it is being realized that all packings on high speed applications require a lubrication film the same as any other bearing. If this film is not maintained, heating and scoring will always result no matter what the base material of the packing may be. If the lubricating film is maintained, then the base material in the packing may be one of several, with asbestos leading all the rest because of its nearly universal utility, and the many forms in which it may be fabricated.

"From a rock it comes" but you won't find any rocks or stones in stuffing boxes packed with high grade asbestos packings.

TREATING CONCRETE

By R. L. Fine

Deterioration of concrete, especially reinforced concrete, is promoted by mineral and organic acids in any concentration in solution or the vapor phase, water soluble salts, carbohydrates in solution, and numerous other materials. This deterioration is caused by the dissolving of the calcium components in the concrete. When deterioration occurs then technical men are called in to save the concrete, upkeep expense is incurred, and time is lost. Film coatings are invariably applied to save the concrete in such instances. Would it not be logical to assume that the better and more economical way is by admixtures and impregnators when the concrete is laid,

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rather than by film coatings after deterioration sets in?

Recent experiments by Charles F. Mason, Ph. D., reported in one of the chemical publications, indicate that there are several formulae which may be applied directly after concrete is laid which will offer long-term protection against deterioration. Certain of these formulae, of course, resist specific types of deterioration, while others are for general use. Among the latter, Dr. Mason cites two which incorporate the use of asbestos fibre.

The components of the first of these formulae consist of: Asbestos fibre (12 parts), magnesium oxide (10), calcium sulfate (10), dry colors (10), sawdust (8), and 30% magnesium chloride solution (50). Those of the second recommended formulae are: Asbestos fibre (15), cumar resin (15), carnuba wax (5), rubber (5), and varnoline (60). Not only may these two compounds be applied for their protective effect, but also for some decorative effect. It must be remembered that concrete laid upon the ground is subject not only to the elements from above but also dampness from below.

These special asbestos compounds are not intended for protective use on concrete surfaces exposed to severe mechanical action, such as steel-wheeled trucks which form ruts or surfaces subsequently exposed to mechanical waste and chemical solutions, but they do offer general protection against deterioration.

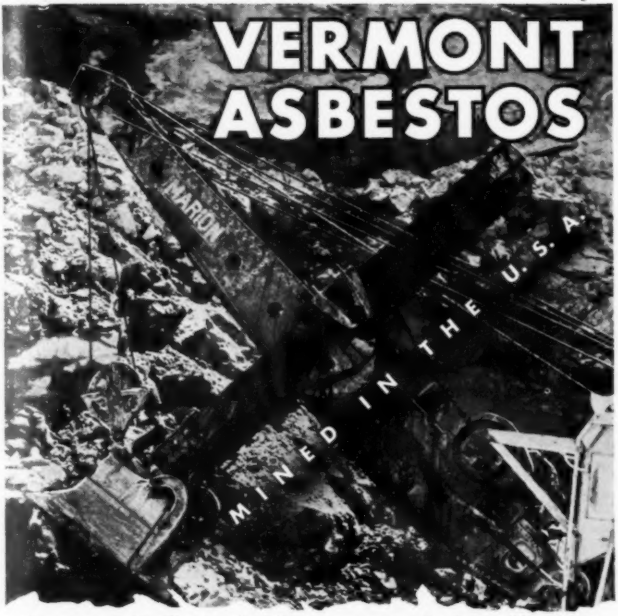
AUSTRALIAN CRUDE

One of our readers desires to purchase about a hundred pounds of Australian Crude for some experimental work.

The import figures show that several tons of Australian Crude (Chrysotile) were received by someone in the United States during January and February.

If the person or firm importing this material will write us we shall gladly put them in contact with the person needing it.

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

BRAKE LINING — INSULATING CEMENT
CLUTCH FACING — MOULDED PLASTICS
ROOFING PAINTS — ASBESTOS PAPER
SHINGLES — PLASTIC-CEMENT — MILLBOARD

Samples and Prices upon application

VERMONT ASBESTOS MINES

Division of The RUBEROID Co.

HYDE PARK, VERMONT

SALES OFFICE, 500 FIFTH AVENUE, NEW YORK CITY • MINE, EDEN, VT.

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THE "FED-UP" SALESMAN--

A Lesson in Selling

By John T. Bartlett

So you are "fed up" with Hornblow, your sales manager, and the "company", too! And you are half-minded to quit. Any day now you tell your wife you may be unable to control yourself, and tell that sourpuss where to get off! You have even let the word leak out to some of your competitors that, made a decent offer, you would break the broad jump record in going over to them.

I wonder if you remember the enthusiastic letter you wrote me a year ago. Hornblow was then the best sales manager in a dozen states; and as for the company, it was the best any salesman ever worked for.

Seems to me, too, Joe, that I recall a similar happening, with the Midland Company, and before that with the Sweeney-Blake firm. Remember how you got "fed up" with those companies—still standing mighty high in the trade?

I wish I could feel that the fault was truly your sales manager's; but I know you, Joe, and many other salesmen, far too well for that. Selling isn't baby-fun. It is work for real men. It takes stamina, and character, to stand up to selling, month after month, and turn in a good job.

All of us are human. Getting tired on the job, perhaps skating the edges of going stale, what are we likely to do? Our "fed up" condition we rationalize and blame on our sales manager. Way down deep, we want to find an excuse for quitting the job. Oh, no, we would never admit that. We don't believe it ourselves. But the psychologists know.

So we are tricky about it. We really long for a chance to have a knock-down-and-drag-out fight with the boss.

My advice, Joe? It is this: You are tired and frazzled. Ask Hornblow for a little vacation, or a change in territory; or begin to mix more diversion in with your work. Talk all the facts over with him—it isn't the first case he has dealt with. Then the two of you, together, work it out—so you continue with your company, one of the best in the land, and your sales manager—one of the best, too!

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QUALITY SERVICE

NORRISTOWN
INSULATION
PRODUCTS

THE
STANDARD
FOR
NEARLY FIFTY YEARS



NORRISTOWN MAGNESIA & ASBESTOS CO.
NORRISTOWN PENNSYLVANIA

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MARKET CONDITIONS

GENERAL BUSINESS

The consensus of opinion seems to be that the downward trend in business has been checked, that May will show some slight improvement over April and that June will continue on an upward trend.

Business is somewhat relieved that the downward movement has stopped short of a, to quote the National City Bank letter, "vicious downward spiral" and business generally has shown a conservative rather than a pessimistic attitude. There will, of course, be some falling off in some important lines of trade during the summer months, but that is seasonal and expected.

ASBESTOS - RAW MATERIAL

The demand for raw asbestos fibre continues strong and Canadian Producers are particularly pressed to fill orders from overseas' markets.The highly disorganized shipping situation, however, creates many difficulties and this has been aggravated by the German invasion of Norway and the consequent disruption of the Norwegian and Danish merchant marine. Prices are firm.

ASBESTOS—MANUFACTURED GOODS

Textiles. The Asbestos Textile market appears to remain firm, with a better demand than has been apparent in the past few months. The next six months' outlook is favorable for continued volume.

Brake Lining. With the exception of a slight tapering off in sales to automotive vehicle manufacturers, demand for asbestos friction materials in the domestic field, as a whole, compares favorably with the earlier months of this year and shows an increase over the sales volume for the same period last year.

In view of the steady demand for automotive vehicles, the drop in sales of friction materials to manufacturers of this equipment is considered to be only of a temporary

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nature and a resumption of volume purchases correcting this downward trend is expected this month.

In the export field, sales at the turn of the year dropped below the sales for the like period of the previous year. However, since that time, the demand has steadily increased to the point where sales are now above those for last year with good prospects for a continuation of present levels for the next few months.

Paper and Millboard. Demand in the paper market is light at present, partly seasonal, but prices remain firm. Millboard demand is fair and prices about as usual.

Insulation. High Pressure. There has recently been a decided letdown in volume of new orders in this line due probably to the fact that industry in general has thus far not emerged from the doldrums. There is considerable hope that the anticipated rise in general activity will have its usual favorable effect on sales in this line. Prices are firm.

Insulation. Low Pressure. Weather conditions have conspired to make the heating season about six weeks late. This naturally affects the pipe covering market, and we find demand light with prices fair.

Asbestos-Cement Products. Sales of asbestos-cement shingles and sidings are running satisfactorily ahead of last year and the industry is apparently getting considerable benefit from the FHA small homes construction program to which its products are particularly adapted.

Industrial products such as Corrugated and Flat Sheets, as well as Wallboard, Tile and other asbestos products, also compare favorably with a year ago.

These comments have been received from men in close touch with the several markets, and, we believe, represent the market situation in each field as closely as can be stated.

—:—

The Union Pacific Railroad recently put into operation a new type of streamliner, one which has its own *steam-turbine power plant.* The pipe lines were insulated with 85% Magnesia where the temperature was lower than 600 deg. F., and where the temperatures were higher a combination of Magnesia and High Temperature Insulation was used.

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CONTRACTORS AND DISTRIBUTORS PAGE

When Other People Work for You

By Alexander Schamban

There is quite a legal distinction between the two outstanding types of employes, that is, an agent and the usual employee.

An agent, generally speaking, is an individual authorized to act on behalf of another who is known as his principal. The agent's authority to act for the principal is usually with third persons.

The usual type of employee, generally acts at his employer's express direction, altho at times he may act as agent in a specific undertaking. Generally, the employee does not deal with third persons.

In the modern method of doing business, it is impossible for an employer, whether a corporation or individual, to transact all business without the aid or thru the medium of agents. The vastness of many enterprises is due solely to the successful employment of various agents who further the interest of their employer.

Certain rights and liabilities attach to this principal and agent relationship. The act of an agent is the act of the principal and the latter is bound by the act just as if he had entered into the transaction himself.

Generally speaking, an agent cannot delegate his authority, i. e., he cannot engage sub-agents unless he has been specifically authorized by his principal. In the latter event, the respective rights and liabilities of principal and agent follow on to the sub-agent.

An agent derives his authority by the express or implied appointment of his principal. If the actual authorization is not expressed, ratification or approval of the completed action by the principal is sufficient to establish relationship. The principal can ratify an act performed by his agent and thereby accept the benefits that may accrue. If there is any liability, and the agent acted within the scope of his employment, the principal is liable. He cannot evade responsibility.

"He who deals with an agent does so at his peril"; this is an old and well established principle of law. Not every act of an agent binds the principal. If the act was within the apparent scope of his agency employment, the principal is responsible for

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his agent's act. However, the third person is always on notice as to the limited authority of the agent. Previous conduct and prior ratification of similar acts may be sufficient to bind the principal. Ratification, however, must be of the entire act. The principal cannot segregate the acts, but must accept or reject all.

An agent's authority depends entirely on the individual circumstances. In some situations, an agent's authority may be extremely limited, in others, his right to do certain things may flow from the apparent authority given to him by his principal. The third person, in all situations and on all occasions, must be wary of commitments. "He deals with an agent at his peril."

An agent owes certain duties to his principal. He cannot make secret profits unless turned over, in toto, to the principal. He must account for his stewardship of the principal's wares and money. He must exercise reasonable skill and diligence. In the event of an accident or unfortunate occurrence during the course of his employment, if negligent, the agent is also responsible to the injured third person. It is also the agent's duty to obey and follow his principal's instructions. He must fully disclose all matters that have occurred during his agency.

While an agent is employed, the principal is liable for all of his acts (except criminal acts) that have resulted during the course and within the scope of his employment. Of course an act not contemplated nor reasonably necessary to further the principal's business will not bind the principal.

Building

The dollar total of private construction contracts awarded in the 37 Eastern States during the month of March was two and a half per cent greater than the total for March 1939, according to F. W. Dodge Corporation. This March record, added to previous gains, gave to the first quarter's private construction volume a moderate lead over the first quarter of last year, though the increase was not sufficient to offset the declines that have taken place in public construction contracts. In March, contracts for public building and engineering projects ran 26 per cent behind March of last year; the month's total of all construction contracts aggregated $272,178,000 last month, compared with $300,661,000 in March 1939.

While the residential building contract total for the first quarter of the year ran about $10,000,000 behind last year's first quarter, it was ahead by 2,646 new family units. That the prolonged severity of the winter affected first quarter results is likely. March reports of the Federal Housing Administration on increased numbers and value of mortgages selected for appraisal are considered by the industry as indicating markedly increased residential building activity in the second quarter.

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NEWS OF THE INDUSTRY

BIRTHDAYS

Sumner Simpson, President, Raybestos-Manhattan, Inc., Bridgeport, Conn., May 17.

Thomas J. S. Nicely, President, Nicely Corporation, Philadelphia, Pa., May 25.

Geo. V. Hamilton, Geo. V. Hamilton Co., Pittsburg, Pa., May 26.

Giles Newton, Managing Director, Cape Asbestos Co., Ltd., London, England, May 27.

M. S. Sprague, Standard Asbestos Co., San Francisco, Calif., May 29.

F. E. Schluter, President, Thermoid Co., Trenton, N. J., May 31.

F. H. Shipe, Asbestos Covering & Roofing Co., Washington, D. C., May 31.

Phil Zeigenfuss, Vice Pres. & Treas., Insulating Materials Co., St. Louis, Mo., June 2.

Walker Jamar, President, Walker Jamar Co., Duluth, Minn., June 11.

Howard Snow, President Southern Friction Materials Co., Charlotte, N. C., June 11.

George I. Hesslein, Treasurer, Insulations, Inc., Cambridge, Mass., June 14.

To all these gentlemen we extend best wishes and congratulations.

JOHNS-MANVILLE and subsidiaries show for the first quarter of 1940 (ending March 31) a net profit of $781,681; net profit for the same period in 1939 was $125,118. Sales for the first quarter of 1940 were $11,819,442, compared with $10,397,408 for the first quarter of 1939.

Report follows:

	1st Quarter 1940	1st Quarter 1939
Sales, Billed	$12,540,717.02	$11,230,691.49
Cost of transporting and returns	721,274.44	833,283.86
Leaving net sales of	11,819,442.48	10,397,407.63
Income from rents, div., Int., etc.	42,353.17	68,120.37
	11,861,795.75	10,465,528.00
Mfg. costs—materials, fuel, supplies, etc.	5,312,107.59	5,231,052.10
Depreciation and depletion	547,786.32	577,808.65
Taxes	463,542.12	366,070.19
Wages & Salaries	4,756,678.37	4,165,479.00
Net earnings	781,681.35	125,118.06

Net earnings, after payment of Dividends on 75,000 shares of preferred stock were equal in the 1940 period to 77c per share on the common stock.

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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:

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
415 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—VANDERBILT 6-1477

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L. R. HOFF --- 40 Years of Service with Johns-Manville

When a young man of twenty-three has a college degree, has already served as instructor in a preparatory school, during which time he prepared for and passed his bar examinations and has seen active service as an officer in the U. S. Army, it is a foregone conclusion that he is going places.

Forty years later we are not surprised therefore, to learn that this product of the day of "wooden shingles and iron men" is active head of a large sales corporation, still retains his interest in athletics, and can outwork, outplay and outthink most of his younger associates.



Louis Royden Hoff

And it was indeed fitting that L. R. Hoff, vice president of Johns-Manville Corporation in charge of all sales, and President of Johns-Manville Sales Corporation, should be honored at a luncheon on Monday, May 6, by the Officers Board of Johns-Manville, on the completion of his fortieth year of service with the company. The luncheon was held in the company's executive offices at 22 E. 40th Street.

Mr. Hoff started his career with the H. W. Johns Manufacturing Company and, incidentally, with the Asbestos Industry, in May 1900 as a $15-a-week stenographer.

Raised on a New Jersey farm he quit the soil to become a school teacher after taking a B.A. degree at New York University. During his career as an instructor at a college preparatory school he read law and passed the New Jersey Bar examination. Being a member of the New Jersey National Guard, he volunteered in the Spanish - American war and saw service as a 2nd Lieutenant in Company B, New Jersey Volunteer Infantry.

Back from Cuba, Mr. Hoff obtained a job accidentally. He was strolling along William Street, in Manhattan, and came to the old Johns building where the H. W. Jones Manufacturing Company was located. A pile of cans of paint on display in front of the building aroused his curiosity. He saw a sign advertising that the Johns company handled asbestos roofing and pipe coverings but he could not account for the paint. He walked in, got the explanation, talked for a while and walked out with

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a job as a stenographer at a salary of $15 a week. The day was May 1, 1900.

As the firm expanded to the point where it was the best known in the building industry, Mr. Hoff worked his way steadily upward in the organization. Mr. Hoff became manager of the company's Roofing Department, then manager of the Asbestos & Magnesia Department, and from 1910 to 1913 was manager of the New York branch of the company. He was general sales manager from 1913 to 1921, and vice president and general manager from 1921 to 1926.

In 1922, when the post-war building boom helped to pull the country out of its post-war panic, Mr. Hoff, as general manager directed the selling of so many J-M materials for roofing buildings and insulating pipes that the company's financial position steadily spurted.

In those days, before company ownership was more widespread among its present 8,000 stockholders, T. F. Manville, then president, made the firm almost as much a Manville family company as the Ford Motor Company is today. But he surrounded himself with the ablest salesmen in the United States. He openly boasted that they could sell anything and they did. They sold everything from automobile horns to fire extinguishers and hundreds of products not directly related to asbestos or asphalt. And the impressario of this hard-hitting, fast-moving group of salesmen was Mr. Hoff.

With one of the most enviable sales records in the United States behind him, the change in Johns-Manville ownership to 8,000 widely scattered stockholders and from owner-management to professional management, accelerated Mr. Hoff's advancement in the company. He became president of the Johns-Manville Sales Corporation when it was organized in 1926. Under his leadership, the company's products went up to 2,000 items, and the volume of business grew from a total sales figure of $45,195,000 in 1926 to a peak of $62,000,000 in 1929.

Mr. Hoff was influential in building the departmentalized sales organization of Johns-Manville commodities, which has operated successfully ever since; it was L. R. Hoff who started and directed for many years the advertising plans which were so effective in building prestige and acceptance for the company's products and policies. In recent years he has been active in trade associations. He is a past president of the Asphalt Shingle and Roofing Institute, and he is the president of the Asbestos Cement Products Association.

Of medium height and wiry, quick, serious and earnest, a top-flight sales manager, with a sales manager's devotion to his sales, Mr. Hoff is a dynamo of energy. He thrives on sales conventions that run into the wee hours of the morning. His enthusiasm for Johns-Manville products knows no bounds.

He shoots a 78 or 80 at golf; he is a Mason and belongs to the Union League Club, the Westchester Hills Golf Club, the

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Wykagyl Country Club and is a charter member of the Quarter Century Club, honor organization of Johns-Manville composed of J-M jobholders with 25 years or more of service. In fact he is one of twelve men who has been with Johns-Manville for forty or more years. He is married and has three children.

Probably no one in the Asbestos Industry is better liked nor more respected than "L.R." as he is known thruout the Industry. His enthusiasm, versatility and friendliness make him a favorite among associates and competitors alike. "ASBESTOS" takes this opportunity to congratulate Mr. Hoff and wish him many more years of continued success.

—:—

E. A. TOOHEY, Safety Engineer of Johns-Manville Corp., addressed the Greater New York Safety Council Convention, on Thursday, April 18th, on the subject "How the Department Head can put Accident Data to Practical Use".

THE TUNNEL ASBESTOS CEMENT CO., LTD., announces a net profit of £21,400, for 1939, compared with £13,100 for 1938, and the dividend on the ordinary shares is doubled at 10%. The deferred shares paid a dividend of 5%.

ACE ASBESTOS MFG. CO. announce the removal of its offices to 1105 McDonald Avenue, Brooklyn, N. Y. Factory and warehouse will remain at 59-75 Imlay St., Brooklyn.

HUGH A. GILLIES, Vice President in charge of sales for the American Brakeblok Division of the American Brake Shoe & Foundry Co., Detroit, Mich., died suddenly April 23. Mr. Gillies was well known in the Brake Service Industry, was a member of the executive committee of the Brake Lining Manufacturers' Association.

ASBESTOS MANUFACTURING COMPANY of Huntington, Ind., reports a net profit in 1939 of $85,812, equal to 19c per share of common stock, after the $1.40 dividend on preferred stock. This compares with a net loss of $136,534 in 1938.

Officers elected at meeting held on April 11th, were N. S. Talbot, Chairman; A. S. Noyes, Vice Chairman; W. C. Shriver, President; E. H. Janes, Vice President; L. W. Tuttle, Vice President; B. L. Brading, Treasurer; Eben Lesh, Secretary.

WESTERN MOTOR TRANSPORTATION is running a series of articles on Modern Brakes, written by J. A. McLaine, Engineer, American Brakeblok Division, Detroit, Mich. The second article of the series appears in their April number. Western Motor Transportation is published at 412 W. 6th St., Los Angeles Calif.

PATENTS

This information obtained from the Official Patent Gazette, published weekly by the U. S. Patent Office, Washington, D. C.

Pipes of Fibrocement. No. 2,193,040. Granted on March 12 to William Alfred Porter, Red Hill, Brisbane, Queensland, Aus-

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tralia. Application Oct. 11, 1937. Serial No. 168,497. In Australia Oct. 21, 1936.

A process for the manufacture of pipes from pre-formed sheet material according to which the sheet in the plastic state is mounted on a mandrel, which is disposed longitudinally within a mold, the mold is rotated, the edge of the sheet is brought into contact with the inner surface of the rotating mold and the sheet is transferred from the mandrel to inner surface of the mold to form the pipe.

Heat Insulating Materials. No. 2,193,546. Granted on March 12 to William F. Astley, Cicero, Ill., assignor to Union Asbestos & Rubber Co., Chicago. Application December 3, 1938. Serial No. 243,729.

In an insulating blanket the combination of a plurality of large, loose, soft insulating members of asbestos fibres having spirally wound cords about said members, said members being the warp members of the fabric, with a plurality of groups of weft members comprising transversely extending cords arranged with groups alternately above and below said soft insulating members, etc. Further description upon request.

Armored Machinery Packing. No. 2,194,943. Granted on March 26 to Cecil R. Hubbard, Palmyra, N. Y., assignor to Garlock Packing Company, N. Y. Application July 13, 1939. Serial No. 284,283. Further description upon request.

Armored Machinery Packing. No. 2,194,944. Granted on March 26 to Cecil R. Hubbard, Palmyra, N. Y., assignor to Garlock Packing Company, N. Y. Application July 13, 1939. Serial No. 284,284. Further description upon request.

Friction Disk. No. 2,196,569. Granted on April 9, 1940 to Arthur D. Stroehla and Louis E. Richter, Middletown, Conn., assignors to Russell Mfg. Co., Middletown, Conn. Continuation of application Serial No. 57,659, January 6, 1936. This application January 21, 1939. Serial No. 252,054.

A clutch friction disk formed of a spirally wound member formed of interlaced strands at least some of which strands have metallic wires extending therealong, the strands having been treated with heat hardenable binding material prior to the member being spirally wound and the spirally wound member having been subjected to heat and axial pressure to cause its component strands to be compacted into more intimate relationship to form a unitary disk.

Fire Wall, Bulkhead and Panel. No. 2,196,781. Granted on April 9, 1940 to Felix H. Saino and Louis J. Saino, Memphis, Tenn. Application April 13, 1939. Serial No. 267,703. Further description upon request.

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THIS and THAT

Easy Payment. Consumers who have bought repair or remodeling jobs under the Johns-Manville Million-Dollar-to-Lend plan, may now make their monthly remittances to the J-M Credit Corporation thru any office of the Western Union or the Postal Telegraph Company. The charge by the telegraph companies for this service is only seven cents and it will be especially useful to customers who do not have checking accounts.

Compressed Air Magazine, published an article concerning asbestos, and titled "75 Years of Service" on its Editorial page, April 1940 issue. We thank them.

Housing Study Tour. The fifth tour sponsored by the National Public Housing Conference will be held from July 15 to August 15 of this year. It is the first of these Tours to be taken in the United States, and will cover 11 states and the District of Columbia. The other tours surveyed Great Britain, a number of European nations and the Soviet Union.

All types of projects from great multi-family apartment houses to cottage projects financed or aided by the USHA, FHA, FSA and PWA will be included in the survey. Further information as to route, cost, etc., can be obtained from the National Public Housing Conference, 122 E. 22nd St., New York City.

Estimating Tables. Since mentioning in our January number the estimating tables available at $1.00 for a set of 12, we have had requests for 39 sets.

Estimators will find these tables very convenient in figuring fittings, flanges, duct and flue perimeters, etc. Those having staff estimators should see that they are supplied with a set of these tables.

Sans Asbestos. Germany is said to have developed a new type of brake lining for automotive vehicles using aluminum or steel wool instead of asbestos. Emergency is the mother of many odd things.

War Delays. Tabulation of comparison in Production of asbestos in various countries during 1939 which generally appears in our April or May numbers (See page 28, May 1939 number) has been held over until June in the hope that some figures which have been delayed in reaching us will be received by that time.

—:—

I am not afraid of a knave; I am not afraid of a rascal; I am afraid of a strong man who is wrong, and whose wrong thinking can be impressed upon other persons by his own force of character and force of speech.—Woodrow Wilson.

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Africa (S. Rhodesia)

(Statistics by Rhodesia Chamber of Mines)

	January 1940 Tons (2000 lbs.)	Value £	s	d
Bulawayo District				
Shabanie (Rho. & Gen. Asb. Corp., Ltd.)	3,439.53	70,358	6	9
Nil Desperandum (African Asb. Mng. Co., Ltd.)	590.47	10,267	7	6
Pangani (Pangani Tributors)	52.00	322	5	10
Gwelo District				
Colossal (G. G. Epstein)	2.25	25	0	0
Victoria District				
Gath's & King (Rho. & Gen. Asb. Corp., Ltd.)	735.59	11,725	3	0
Murie (G. G. Epstein)	2.00	20	0	0
Murie Asbestos (Mashaba Rho. Asb. Co., Ltd.)	9.00	157	4	0
Regina (African Asb. Mng. Co., Ltd.)	66.44	1,006	4	0
	4,897.28	£93,881	11	1
January 1939	*4,857.62*	*£88,513*	7	7

Africa (Swaziland)

February 1940 (Chrysotile) ..... 1,697.31 Tons (2000 lbs.)

Africa (Union of South)

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

	Dec. 1938 Tons (2000 lbs.)	Dec. 1939 Tons (2000 lbs.)
Transvaal		
Amosite	488	1,013
Blue	212	442
Chrysotile	64	17
Cape		
Blue	573	498
	1,337	1,970

Canada

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

Production March 1940 ..... 24,921 tons (2000 lbs.)
Production March 1939 ..... 22,680 tons (2000 lbs.)

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SUMMARY FOR YEAR (Union of South Africa)—Tons 2000 lbs.

	Yr. 1938 Tons	Yr. 1939 Tons		Year 1938 Tons	Yr.1939 Tons
Jan.	2,720	1,408	July	1,656	1,766
Feb.	2,693	1,856	Aug.	1,762	1,836
Mar.	2,681	1,935	Sept.	1,501	1,927
Apr.	2,327	1,669	Oct.	1,349	1,971
May	1,823	2,038	Nov.	1,356	1,641
June	1,784	1,937	Dec.	1,337	1,970
				22,989	21,954

By Varieties:

	Yr. 1938 Tons (2000 lbs.)	Yr. 1939 Tons (2000 lbs.)
Transvaal		
Amosite	8,792.67	11,378
Blue	2,325.70	3,930
Chrysotile	5,386.52	503
Cape		
Blue	6,484.57	6,143
	22,989.46	21,954

AUTOMOBILE PRODUCTION

Total automobile production for March of this year was 439,911 and of this number 423,299 motor vehicles were produced in the United States and 16,612 in Canada.

This compares with a total of 389,495 in March 1939.

The total for the first quarter of this year was 1,311,045 as compared with 1,063,977 in the first quarter of 1939 and 667,996 in 1938.

RAW ASBESTOS

N. V. NEDERLANDSCHE ASBEST MY

P. O. BOX 803

ROTTERDAM (Holland)

Stock at Rotterdam

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IMPORTS AND EXPORTS

Imports into U.S.A.

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

Unmanufactured Asbestos:

	Feb. 1939 Tons (2240 lbs.)	Feb. 1940 Tons (2240 lbs.)
Africa (Br. South)	482	1,993
Australia	.....	71
Canada	12,117	13,859
Italy	119	152
United Kingdom	186	.....
U. S. S. R. (Russia)	729	.....
	13,633	16,011
Value	*$589,406*	*$807,405*

[1]Two tons of this was Blue.

Tabulation of Crudes and Fibres:

Crude (Africa-Br. S.)	482	1,993
Crude (Australia)	.....	7
Crude (Canada)	88	118
Crude (Italy)	2	.....
Crude (United Kingdom)	186	.....
Milled Fibre (Canada)	4,595	5,589
Milled Fibre (U.S.S.R.)	729	.....
Lower Grades (Canada)	7,434	8,152
Lower Grades (Italy)	117	152
	13,633	16,011

Manufactured Asbestos Goods:

	Feb. 1939 Pounds	Feb. 1940 Pounds
Belgium (Shingles)	214,792	.....
France (Woven Fabrics)	489	.....
Germany (Packing)	574	.....
United Kingdom (Yarn)	4,645	3,247
United Kingdom (Packing)	11	2,952
United Kingdom (W. Fabrics)	2,515	.....
	223,026	6,199
Value	*$ 6,022*	*$3,128*

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Exports from U. S. A.

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

Exports of unmanufactured asbestos during February 1940 amounted to 422 tons, valued at $51,250; compared with 312 tons valued at $28,190 in February 1939.

Exports of Manufactured Asbestos Goods:

	February 1939		February 1940	
	Quantity	Value	Quantity	Value
Paper, Mlbd. & Rlbd. ....lbs.	75,598	$ 4,710	315,437	$17,991
Pipe Covg. & Cement ....lbs.	88,932	5,791	215,036	8,455
Textiles & Yarn .....lbs.	8,771	2,820	21,899	7,053
Packing .....lbs.	74,104	45,433	85,520	50,844
Brake Lining—				
Molded & S.-Molded	.....	46,160	.....	42,170
Not Molded .....lin. ft.	47,365	12,660	47,582	11,131
Clutch Facings—				
Molded & S. Molded units	21,761	7,992	13,929	4,991
Woven .....units	7,784	2,620	7,996	3,025
Magnesia & Mfrs. of ..lbs.	84,652	7,276	299,596	18,126
Asbestos Roofing .....sqs.	2,035	17,261	8,503	45,965
Other Manufactures .....lbs.	554,729	31,546	222,100	33,240

Exports of Raw Asbestos from Canada

(Figures by Dominion Bureau of Statistics)

	February 1939		February 1940	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	80	$ 4,800	975	$ 51,287
United States	4,821	269,312	5,936	417,676
Australia	532	31,806	734	46,580
Eire	.....	.....	150	12,450
Belgium	.....	.....	1,235	87,124
China	300	12,753	.....	.....
Chile	.....	.....	133	11,234
France	77	5,613	2,831	200,119
Germany	94	13,050	.....	.....
Italy	226	22,638	440	48,577
Japan	2,137	111,179	1,342	75,485
Netherlands E. Indies	.....	.....	20	1,440
New Zealand	80	5,640	.....	.....
Switzerland	.....	.....	491	30,990
Sweden	.....	.....	1,081	71,371
Sts. Settlements	2	148	.....	.....
	8,349	$476,939	15,368	$1,054,333

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Sand and Waste				
United Kingdom	8,289	$158,472	90	$ 2,220
United States	.....	.....	9,216	186,267
Belgium	.....	.....	110	2,031
France	.....	.....	160	4,787
	8,289	$158,472	9,576	$ 195,305
Grand Total	*16,638*	*$635,411*	*24,944*	*$1,249,638*

Exports of Raw Asbestos from South Africa

	Oct. 1938		Oct. 1939	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Algeria	14	£ 240	.....	£ .....
Australia	164	2,648	97	1,850
Belgium	.....	.....	41	786
Denmark	.....	.....	9	153
France	162	3,578	165	3,577
Germany	121	3,065	.....	.....
Netherlands	.....	.....	23	414
India	200	2,994	.....	.....
Italy	49	710	.....	.....
Japan	437	8,872	296	6,773
Sweden	5	125	10	280
United Kingdom	986	16,644	1,255	24,258
United States	504	11,191	546	12,259
Other Countries	23	715	.....	.....
	2,665	£50,782	2,442	£50,350

	Nov. 1938		Nov. 1939	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Africa (Fr. W. & Eq.)	.....	£	10	£ 180
Australia	159	2,796	132	2,342
Belgium	10	185	45	839
Denmark	2	39	1	24
France	172	3,761	30	690
Germany	133	3,937	.....	.....
Japan	18	265	129	2,863
Sweden	.....	.....	1	25
United Kingdom	909	15,327	1,219	27,775
United States	475	10,638	836	20,146
	1,878	£36,948	2,403	£54,884

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CURRENT RANGE OF PRICE

Canadian

	Per Ton (2000 lbs.) f.o.b. Mine (In U.S. Funds)
Group No. 1 (Crude No. 1)	$700.00 to $750.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry)	150.00 to 350.00
Group No. 3 (Spinning or Textile Fibre)	110.00 to 200.00
Group No. 4 (Shingle Fibre)	57.00 to 85.50
Group No. 5 (Paper Fibre)	40.00 to 49.50
Group No. 6 (Waste, Stucco or Plaster)	30.00 to 32.00
Group No. 7 (Refuse or Shorts)	13.00 to 28.00

Vermont—

	Per Ton (2000 lbs.) f. o. b. Hyde Park, Vt.
"Shingle" Fibre	$57.00 to $60.00
Paper Stock Fibres	40.00 to 48.00
Waste	30.00
Shorts	13.00 to 26.00
Floats	18.00

Note: Crude Run-of-Mine (Canadian) refers to a crude asbestos produced in certain mines where Crude Fibre is not graded into regular No. 1 and 2 Crude. Crude Sundry refers to certain odd lots of off grade material which do not conform to the regular standards of No. 1 Crude or No. 2 Crude.

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ASBESTOS STOCK QUOTATIONS

(These figures are compiled from the Commercial and Financial Chronicle. No guarantee made as to their correctness.)

		April 1940		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	40¼	42¼	41½
Asbestos Corp. (Com.)	np	21¾	24⅛	21¾
Celotex (Com.)	np	10	12¼	10⅝
Celotex (Pfd.)	100	65½	73	69¾
Certainteed (Com.)	1	6¼	7¼	6⅞
Certainteed (Pfd.)	100	28½	33¼	31½
Flintkote (Com.)	np	18⅛	21⅝	19⅛
Johns-Manville (Com.)	np	67	72¾	71¾
Johns Manville (Pfd.)	100	126	127½	127½
Raybestos-Manhattan (Com.)	np	20⅝	23	21½
Ruberoid (Com.)	np	19	22	19⅝
Thermoid (Com.)	1	4⅞	5½	5
Thermoid (Pfd.)	10	30½	34	31½
U. S. Gypsum (Com.)	20	80	86¾	81⅞
U. S. Gypsum (Pfd.)	100	173	181	180

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DO YOU KNOW-

That Asbestos is one of the major mineral products of the Province of Quebec. In terms of value it ranks second in its list of mineral production, coming immediately after gold . . . .

That Johns-Manville has 1,000 salesmen covering a large part of the world . . . .

That Asbestos Corporation Limited as presently constituted comprises some seventy-two predecessors, each of which has operated at one time or another on the 33,000 acres now held by the company . . . .

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(Send us interesting facts for this page concerning your company).

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