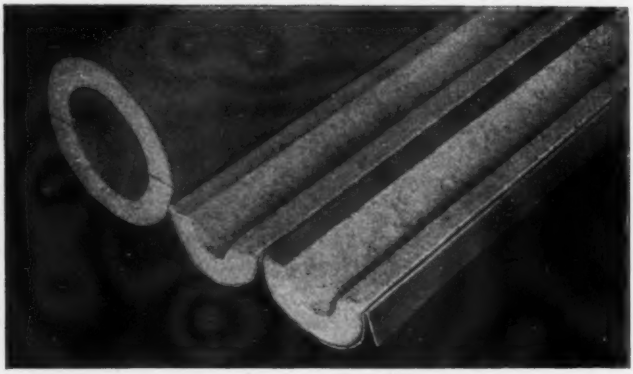
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FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

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 22 OCTOBER 1940 Number 4

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SUBSCRIPTION PRICE

U. S. AND MEXICO	$2.00 PER YEAR
CANADA	2.50 " "
FOREIGN COUNTRIES	3.00 " "
SINGLE COPIES	.25 EACH

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NATIONAL DEFENSE-- AND THE INDIVIDUAL

By Herbert Abraham, President, The Ruberoid Co.



Herbert Abraham

Herbert Abraham, President since 1924 of The Ruberoid Co., manufacturers of asbestos and asphalt building products, has been associated with that organization all of his working life. His first job, as a chemist in the company's research laboratory at South Bound Brook, N. J., was obtained in 1903 immediately following his graduation from Columbia University with a bachelor's degree in chemistry. Subsequently he became successively, Assistant Manager in charge of sales, General Sales Manager, and Vice-President. Always deeply interested in the scientific and organizational background of the building materials industry, he is the author of an exhaustive treatise on "Asphalt and Allied Substances", served a number of years as president of the Asphalt Shingle and Roofing Industry, and is a member of the American Chemical Society, American Society for Testing Materials, and Society of the Chemical Industry (England). He was one of the department chairmen of the War Industries Board in 1917-18.

All of us, I think, are finding it extremely difficult these days to adjust our lives and thoughts to a world suddenly plunged into a continuous ferment of disturbing news and unprecedented changes in many directions. The natural result has been a growing tendency toward loose and jumpy thinking, and toward a catch-as-catch-can kind of action which American industry has long since learned to be fraught with unfortunate possibilities.

In this connection, I was impressed by some thoughts recently expressed by a man I know, the president of a New York corporation, in an informal talk with members of his own organization.

"In these days of world-wide mental and spiritual upheaval, of wars and tragedy," he said, "I have been at times filled with foreboding for the future, for my business, for my security, for my freedom—and therefore uncertain as to my course of action.

"The unrest and discontent sweeping the world has

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hindered my daily course of action, thereby accomplishing the very faltering and indecision the dictators seek.

"This, I have said, must stop. I must not be broken by Hitler, Stalin or Mussolini or their philosophies. I must make my own definite decision regarding my thinking, my work, my leisure. And so I have decided:

"1. I will seek each day a balanced perspective of world events, for world events today shape our course of life for generations to come.

"2. I will not, however, engage in emotional, futile discussions and speculations in my working hours—nor after working hours.

"3. I will concentrate on my work more than ever, and in so doing, I will take each day as it comes with its tasks, its troubles, and its possible achievements.

"4. I will look forward to accomplishing something definite in my work each day. I will not be swayed from that course by speculations, by radio commentaries, or by newspaper discussions which tend to confuse, to dim my objective and dissipate my energy, my courage, my resolution.

"I believe by so doing, I am fitting myself as a cog in the machinery in which our country has its being; I am helping my country, my family, my job. I am disciplining myself for the harder, graver tasks which may be ahead."

In this simple and purely personal statement of one man's views there seems to me to lie the gist of a philosophy that might well be generally applied, especially to America's paramount problem of today—the advancement of an adequate national defense.

Such a defense must have three main objectives. It must provide the equipment, supplies and trained personnel required to repel attack from the outside; it must provide against the infiltration of political doctrines inimical to the cherished American ideal of liberty, and it must preserve, as fully as possible for the future, the essential principles, procedures and plant of our peacetime national economy.

Viewed in this light, preparation of the national defense resolves itself primarily into a huge, practical problem of organization.

For the country, such organization means the co-

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ordination for a common purpose of the efforts of many groups—large and small, governmental, military, industrial, agricultural, business and financial. For the individual, it means concentrated and unremitting effort within one of these groups.

Under this conception of the defense problem, and in the light of my friend's personal philosophy, it seems to me that the best way to avoid confusion of thought and contribute most to the common good is for each of us to discipline himself to the idea that the most patriotic form of cooperation is that of clearing our minds as much as possible of distracting ideas about which we can do nothing; remembering that we are all today, in a very real sense, members of a huge, national defense organization, and devoting ourselves more exclusively and more energetically to the particular job in hand, whatever it may be.

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DR. ROBERT PLOT'S DISCOURSE ON INCOMBUSTIBLE LINNEN

In our September number we published the description of the Asbestos Handkerchief shown before the Royal Society of London in 1676. This description referred to a "discourse" written by Dr. Robert Plot on the "Incombustible Linnen" and included in a letter to Mr. Arthur Bayley, Merchant, and Fellow of the Royal Society; and to Mr. Nicholas Waite, Merchant, of London.

The discourse will be found in the records of the Royal Society of London, preserved in the Library of the American Philosophical Society, Drexel Building, Philadelphia, and we believed it curious enough to bear reprinting in our pages, but are dividing it in two parts, the first of which follows; the second to be printed in a future issue. (We have used the oldstyle spelling as nearly as possible, believing this makes the article more interesting.)

Worthy Gentlemen.

The Historical account of the incombustible Linnen Cloth above mention'd, being sent me by the one of you; and a noble present made me of part of it by the other; with a desire from both, that I would search the old Authors and see how agreeable their relations are to this; give you Both a just right to the following discourse: which I desire you would believe I address to you, not so much out of Complement, as true gratitude for so valuable a gift. It being esteemed by the Ancients, though then more common, and perhaps better known, then 'tis yet amongst us, equally pretious with the best of Pearls.

Nor is it now of mean value even in the Country where made, a China Covet, (i. e. a piece 23 inches and ¾ long,) being worth 80 Tale i. e. 36 lb. 13s. 4d. But that which much enhansed its worth with me, was, that hereby you put me in a capacity of giving full satisfaction to this famous University of the reality of the thing; whereof, I cannot blame them, if some did doubt; since we find very good Authors to have done the same: who though they owned such a mineral as Amiantus, out of the woolly part whereof this sort of Linnen was always anciently said to be made, yet questioned the possibility

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ASBESTOS

In a Multitude of Forms . . .

For more than three-quarters of a century, Johns-Manville has been manufacturing a large variety of asbestos products, contributing to greater comfort, protection from fire and the more efficient operation of industrial equipment.

Johns-Manville owns and operates Asbestos Mines in Arizona and Canada, thirteen factories located strategically across the continent, sales offices in all large cities and a large, scientifically equipped research laboratory in which J-M Engineers and Scientists are constantly developing new uses for this remarkable mineral, Asbestos.

Some of the better known J-M Asbestos products include: Packings, Insulations, Roofing and Siding, Transite Water Pipe and Electrical Conduit, Office Partitions, Decorative Wall Boards, Flooring and Friction Materials. In addition, Johns-Manville furnishes raw asbestos in a wide range of grades and fibre lengths.

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of its having been actually done: Dalecampius holding it very incredible, that it should be woven into cloth, by reason of its brevity; and Schildius in his Commentary upon Suetonius absolutely denying it. Xuerius Boxhornius does not indeed deny but that there might be such Linnen amongst the Indians, where the materials of it grow; of which they might make them funeral shrouds wherein to enwrap the bodys of their Princes (as they say the ancient manner was) and so preserve their Ashes distinct from those of the Pyra in which they were burnt: but he is peremptory that the Romans never used any such; and so is Isaac Casaubon. The truth whereof I shall not dispute: but whether they did or no, I am sure they might, had they pleased; for Pliny says expressly (and I dare believe him in any thing he speaks of his own knowledge) that he himself had seen Napkins thereof, which being taken foul from the board at a great feast, were cast into the fire, by which means they were better scoured, and looked fairer and cleaner, than if they had been washed in water. Now if they had such Napkins they might no question have had sheets of it too, and put them to the use above mention'd had they thought it expedient, as, 'tis said in the Letter above, the Tartarian Princes, and others adjoyning doe at this very day.

That this Linnen was very well known to the Ancients, beside that of Pliny, we have the further testimony of Calius Rhodiginus, who agrees with the Letter, placing both the materials and manufacture of it in India; and Paulus Venetus more particularly in Tartary, the Emperour whereof, he says, sent a piece of it to Pope Alexander. It is also mentioned by Varro; and Turnebus in his Commentary upon him, de Lingua Lat. And by all of them as a thing inconsumable by fire. In these latter ages, Geo. Agricola tells us that there was a Mantle of this Linnen at Vereburg in Saxony and Simon Majolus says he saw another of it at Lovain exposed to the fire. Salmuth also acquaints us that one Podocattarus a Cyprian Knight shewed it publickly at Venice, throwing it into the fire without scruple or hurt; and Mr. Lassells saw a piece of it in the curious Cabinet of Manfred

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Septalla, Cannon of Milan. Mr. Ray was shewed a purse of it by the Prince Palatin at Heidleberg, which he saw put into a pan of burning Charcoal till it was throughly ignite, which when taken out and cool he could not perceive had received any harm; and we are told in the Burgundian Philosophy, of a long Rope of it, sent from Signior Bocconi to the French King and kept by Monsieur Marchand in the Kings gardens at Paris, which though steeped in oyle and put in the fire, is not consumed. To which add, that we have now seen a piece of this Linnen pass the fierry triall both at London and Oxford. So that it seems to have been known in all ages, all describing it after the same manner as a thing so insuperable by fire that it only cleanses and makes it better.

It being clear then beyond controversy that there always was, and now is such incombustible Linnen; it cannot but be worth while to consider it nicely, and in its full extent, which I shall do first in giving some account of the notation of the Names of the lanuginous mineral of which 'tis made, and the places where found: 2. of its natural principles; 3. of the manufacture of it into thread cloth, &c.; 4. of the variety of uses it has been put to, and, 5. of the reason why incombustible. And of all these with as much brevity as perspicuity will admit of. First then as to the notation of its Names whereof it has many, taken from its qualities, colour, texture and places where found; It is called first (from its strange qualities) sometimes Amiantus, the fire being so far from defileing it, that it rather gives it a lustre. 2. It is call'd Asbestos, and 3, Salamadra, in English Salamanders wool; I suppose from the thryallides or Candle-Wieks said to be anciently made of it, which being put into Lamps of such inconsumable oyl, as is mentioned in the Letter, would never wast, or go out; which I take to be the true reason of the imposition of these Names upon it, whether there ever were any such Lamps or noe. For as for the stone Asbestos, mentioned by Solinus Isodore, Salmasius and Maiolus, found in Arcadia of an Iron-colour, which they all say if once heated, can never be extinguish't or cooled again, it must be a quite different thing from ours, then which nothing is extinguish't or

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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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cooled sooner. Nay so far is it from being the same with our Asbestos, that strictly speaking, I dare boldly say there was never any such thing in nature; Notwithstanding what Metaphrastes tells us of it, relating to St. George the Megalo-Martyr, Patron of the English; who being condemned to be burnt by his wicked persecutors, that had seen many miracles done in the name of Christ, fearing the virtue of that Name might extinguish the common fire, Asbesti kaoude Sanctum obruerunt, cover'd him all over with Asbestos stones which they thought could never be extinguish't. For I guess with Bollandus it was nothing else but Calx viva, or unflaked Lime, which kept dry will indeed retain its fiery particles for a long season; or else some such stone as the Asyetos of Pliny which once heated will hold so for a week; like the Ruggiola's of Spain (which are broad plates, like tiles, cut out of a Mountain of red Salt near Cardona) that being heated on both sides will keep warm for a whole natural day; or our Cornish warming stone which will hold heat for 8 to 10 hours; All, or any of which, per Synecdochen partis, may in some sense be call'd Asbestos well enough. Yet Isodore and Maiolus both tell us of a Lamp that hung somewhere in a Temple of Venus, that had a wiek of such Asbestos, that no tempest either of wind or water could possibly extinguish; and we are told that the Lamp found in the tomb of Pallas, the Arcadian slain by Turnus in the Trojan War, was of this kind, it remaining burning after it was taken forth, notwithstanding either wind or water, with which some did endeavor to quench it. Which Histories must either be false, or the Lamps must have Wieks of some different kind of Asbestos from ours; which is easily extinguish't; and from a pungent quality Agricola says it has on the tongue without astringency, is otherwise call'd Alumen, having the distinguishing Epithet (plumeum) added to it, taken from its downy filaments, to discriminate it from all the rest of the Alums.

From the light gray colour of its languginous parts, it is call'd by some Polia; by others Corsaides; and from its likeness to the hoary fibres of some sort of Matweed Spartopolia. From the capacity it has of being spun into thred, it is also called Linum, with some distinguishing

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Epithet taken either from its quality, such as asbestinum or vivum, or from the place where found, in general or particular; it being call'd in general Linum, fossile; in English, Earth-flax and in particular Linum Indicum by Galius Rhodiginus; Linum Creticum by Strabo; Linum Cyprium by Pancirollus; also Carpasium by Plutarch and Rhodiginus, from Carpasia, a City in Cyprus, near which it is found; and Linum Carystium, by Pausania from a Town of that name in Negropont where it was also dugg. But beside these places that have given Epithets to the thred made of it, it is also found in Tartary, as M. Paulus Venetus and Mr. Waite agree; as Agricola informs us, at Namur in the Low-Countries; at Bisfild in Thuringia, amongst the mines in the old Noricum; somewhere in Egypt, and in the mountains of Arcadia; Also at Puteoli as John Hessus acquaints; and lately in some mines in Italy by Signor Marco Antonio Castagna. To which we may add our own Country, it having been yet latelyer met with in a small Island belonging to William Robinson, Esq., called Ynis Molroniad i. e. the Island of Sea-calves, in the parish of Llan-Fair yng Hornry in Anglesey in Wales.

(To be Continued)

—:—

One of our readers tells us that the fact that the Asbestos Industry has a mouthpiece—"ASBESTOS"—should be impressed on every salesman of asbestos products. It is his opinion that the real salesman welcomes knowledge of the basic materials in the products he sells, and in the case of asbestos a real source of information is, of course, "ASBESTOS".

That is why we urge you either to subscribe to "ASBESTOS" for your salesmen, or suggest to them that they themselves subscribe. Sample copies will be sent to any salesman upon request.

—:—

Anyone who stops learning is old, whether this happens at twenty or at eighty.

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THOMAS J. S. NICELY[1]

Fifty Years in the Asbestos Industry

In 1890 17 year old Tom Nicely applied for a job in the Philadelphia Branch of H. W. Johns Company, and got one as office boy at a salary of $5.00 a week.

Mr. Nicely was born in Baltimore, on May 25th, 1873. From the $5-a-week office boy job in Philadelphia, he rose steadily with the H. W. Johns Company, which merged with the C. B. Manville Covering Company in 1901 and became known as Johns-Manville. Mr. Nicely was considered one of the company's best salesmen, and in his early years made the rounds in a horse and buggy, covering southern New Jersey.

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



Photo by R. T. Dooner, Phila.

In 1913 he was named assistant manager of the company's Philadelphia Office, and in 1926 became manager. In 1928 he organized his own company, the Nicely Corporation, of which he is President.

Marking the 50th anniversary of his first association with Johns-Manville, as well as the 50th anniversary of his entrance into the Asbestos Industry, on October 4th he was

[1] This is the first of a series of biographies which will appear in "ASBESTOS".

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honored by officials and friends in the Johns-Manville Corporation at a dinner at the Union League, Philadelphia, at which more than fifty persons were present. T. K. Mial, J-M vice president and a friend of Mr. Nicely for many years, was toastmaster. Brief talks were given by Lewis H. Brown, president of Johns-Manville, and L. R. Hoff, J-M vice president and general sales manager, the former presenting Mr. Nicely with a gold watch chain. His son, Thomas S. Nicely, and Walter G. Benner, Mr. Nicely's associate in Nicely Corporation, also spoke briefly.

Mr. Nicely is married and lives in Philadelphia. He has a daughter, Mrs. Hobart P. Bodine, and the son, above mentioned, who is associated with the Philadelphia Office of Johns-Manville Sales Corporation. Mr. Nicely is a member of the Union League of Philadelphia, Kiwanis Club, Aronimink Golf Club and the Society of the Sons of The Revolution. He was Master of Olivet Lodge No. 607, F. & A. M. in 1902, was high priest of Harmony Chapter No. 52 in 1908 and Commander of St. John's Commandery No. 4 in 1914-15.

After fifty years of service he is still active in business and always on the lookout for changes, new methods and ideas—and he has a host of friends.

ASBESTOS USED TO CLEAN FURS

A method of cleaning fur skins utilizes asbestos "powder." The skins are tumbled together into a mass, with fine hardwood sawdust liberally sprinkled thruout the mass so that the sawdust gets between the fibres of the furs.

To insure better cleaning, it is recommended that an asbestos powder, finely ground, be added to the hardwood sawdust, thus forming a mixture that will force out the dirt in the furs.

After mixing the powder and sawdust, the skins are thoroly tumbled about for two to four hours; then the combined sawdust and asbestos powder is removed from the furs by violent shaking of the furs or, if possible, rotating the furs in a mesh cage built in the shape of a drum.

We understand that the method was originally suggested to industrial furriers by the National Bureau of Standards.

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Original map was published in a John Speede Atlas of 1626.

KEASBEY & MATTISON CO. offer to readers of "ASBESTOS" reproduction of the Old Map of Tartary which contains a reference to asbestos and was displayed by K&M at the New York World's Fair. See page 14 of our June 1939 number for details.

The reproduction is very well done, in four colors, is 17x22 inches in size (the same size as the original) and bordered, as was the original, with colorful cartouches. The photograph at the left gives a very faint idea of the beauty of the reproduction.

Any reader desiring one of these reproductions may obtain it upon request addressed to the Advertising Manager, K&M, Ambler, Pa. Please mention our name. As only a limited number is available, requests should be sent promptly.

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THEY SAY!

Now we have air conditioned beds. A porous fabric is stretched across the open top of a steel box into which compressed air is piped from a tank in the basement. The upward pressure of the air supports and cools the person lying on the fabric. In wintertime the box may be heated by an electric heating tube providing warm air. The inventor is F. K. Kirsten of the Department of Aeronautical Engineering, University of Washington, at Seattle, who also invented the Kirsten metal-stemmed pipe for cool smoking.

Of particular interest to asbestos readers is the fact that Mr. Kirsten plans to line the bed at the bottom with asbestos millboard.

—:—

The New York World's Fair of 1940 closes on October 27th, and by that time nearly 1,000 broadcasts will have originated in the model radio studio of Johns-Manville World's Fair Exhibit Building. Special feature programs ranged from an appearance of Elsie, the Borden Cow, to a broadcast by winners of the Typical American Family Contest.

—:—

Four types of electrically insulated cars to transport explosives underground have been designed, according to Information Circular 7115, issued by the U. S. Bureau of Mines.

One type uses 2 and 4 inch cypress lumber covered with asbestos sheets for the floor.

—:—

More than 1600 individuals have completed Local Guild Training Courses of the Johns-Manville sponsored National Housing Guild. It is expected that more than 2500 students will have participated in the Guild's training program on package merchandising for the building materials industry before the year is over.

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SUFFICIENT UNTO THE DAY--

Within the past few years we have heard several men bemoan the fact that their sons are facing a difficult future, one in which the problems of living will be extremely hard, almost impossible of solution. "I am glad I was born fifty years ago, instead of in this present day and age" said one man, and for a while we were inclined to agree with him.

But suddenly one day we woke up. Some remark was made concerning the restrictions placed on us during the World War—meatless days, heatless days, shortage of coal, trains off schedule, and all the rest of it which men and women of forty or over will remember. The young person to whom we were talking knew nothing about it, and then it dawned on us that he knew nothing of the rollicking days before the depression either. He had grown up during the depression; his family had been hard hit; somehow they had weathered it. He was used to depressed times; he could not compare 1938 with 1928 because he did not know 1928. He took the present difficulties in his stride, did the best he could and let it go at that. And he was succeeding in spite of difficult conditions.

So likewise, the younger generation, those now in their early teens, will grow up with present day problems. They will learn to cope with them as they meet them, just as a previous group of young folks solved the problems of the depression. Their ingenuity may be tested but in most cases it will not be found wanting. Somehow they will struggle on; somehow they will win.

The difficulties of living today may be greater than they were thirty years ago, but on the other hand youth is better fitted to meet them. Take any ordinary ten year old boy of today and compare his knowledge with your own at that age. The knowledge he has of automobiles, of radio, airplanes, and a hundred other things is amazing. You, yourself, at that age if you are over forty knew nothing of those things because they did not exist at that time. The ten year old of today has no conception of a

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VERMONT ASBESTOS



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

●

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

●

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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world without them. "Horse and buggy days" is merely a quaint term to him—it is a reality to you.

If there were any measuring device available we should most probably find that the problems of thirty or forty years ago were just as difficult for that generation of youth to solve as those of today are for young men at the present time.

Sufficient unto the day is the strength thereof.

"INDUSTRY'S CHALLENGE TO RESEARCH"

"What new product, process or material might industrial research develop that would be valuable to your industry?"[1]

That was the question asked important American industralists by the Liberty Bank of Buffalo the early part of the year, in a survey conducted by the Research Advisory Service of that institution.

The question was asked the Asbestos Industry, and several Asbestos executives submitted suggestions for materials or processes needed by the Asbestos Industry.

The survey has now been completed and a limited edition of a forty-eight page pamphlet has been issued under the title "Industry's Challenge to Research", containing a condensed report on 1,042 answers received.

The report consists of 598 suggestions divided into 34 different subjects. A supplementary report listing items which were submitted too late for this present one will be issued later.

The suggestions will be placed before outstanding research men as a part of the contribution of The Research Advisory Service toward the development of greater business opportunities in America.

Copies of the Survey will be sent to manufacturers as long as the supply lasts, who make their request on their business letterhead. Write Bert H. White, Vice President Liberty Bank of Buffalo, Buffalo, N. Y.

The report is intensely interesting—"a check list of industrial wants that need to be filled today."

[1] See page 8, April 1940 "ASBESTOS" for previous mention of this subject.

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Rhodesian
Transvaal
Canadian
(BELL MINE)

ASBESTOS

DISTRIBUTORS

FRANCE and BELGIUM

GEORGES PARLY
10, Rue De La Pepiniere
Paris

JAPAN

C. H. NELSON
P. O. Box 1033, Kobe

Raw Asbestos Distributors Limited

Spotland
ROCHDALE, Lancs., England.

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MARKET CONDITIONS

GENERAL BUSINESS

The National Defense Program is, of course, the basic cause for improved business conditions in many lines, and as it gets more and more into its stride, giving more work to more people, with consequent more money for the workmen of the nation to spend, will cause an upward spiral of improved business all along the line.

"The broadening activity in the commodity markets, where buyers of many industrial raw materials and semi-finished goods are covering needs well into 1941, has been the principal development in business during the past month", says the National City letter for October. "It indicates that hopeful views of the outlook are strengthening."

ASBESTOS - RAW MATERIAL

There are no important changes in the Raw Asbestos market. We understand that no Rhodesian No. 1 is being offered for American consumption for the next six months. All prices are firm.

ASBESTOS—MANUFACTURED GOODS

Textiles. Much greater demand has shown itself in this market within the past thirty days than in any previous thirty-day period since January first of this year. The asbestos textile business promises to be as great, if not greater, than the very fine fourth quarter of 1939 which all manufacturers enjoyed. The building program which the U. S. Navy is pursuing, has resulted in a great boost in asbestos textiles in the past six months.

Brake Lining. Domestic consumption sales continued their upward trend, increasing over last August as well as over July 1940, while export sales recorded an increase over last August but decreased from July. Sales for export and for domestic consumption, during the first eight months of this year increased over those for the same period in 1939.

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Underground Steam Conduit

ASBESTOS HOUSES—will find Ric-wiL Pre-Sealed Insulated Pipe Units and Tile and Cast Iron Conduit Systems a profitable item.

Ric-wiL offers: engineering cooperation backed by years of experience; fine factory facilities; complete stocks ready for immediate shipment.

Ask for our help in solving your underground problems.

THE RIC-WIL COMPANY

CLEVELAND, OHIO

Agents in Principal Cities

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Paper and Millboard. The market in asbestos paper shows a slightly above normal demand at this season of the year with prices firm.

Millboard demand is fair and undoubtedly will increase when the shipbuilding and other work connected with the defense program gets to the point where millboard is used.

Insulation. High Pressure. Volume shows signs of improvement, which, while slight, are none the less encouraging. Prices are firm.

Insulation. Low Pressure. Demand is about normal for the season, showing seasonal increase over that of a month ago.

Asbestos Cement Products of all types—shingles, sidings, wallboards, corrugated and flat sheets, as well as molded shapes—are being widely and importantly used on national defense construction projects, with the result that sales are going steadily ahead of last year and indications are that tonnage will continue above normal during the winter months. Private construction work, however, continued to take a larger part of the industry's tonnage and the demand for shingles and sidings for residential construction is most satisfactory.

The above comments are made by men in touch with the various markets. Opinions are welcome from all readers of "ASBESTOS".

—:—

To help the building industry sell the public on the exceptional advantages of home building at the present time, The Celotex Corporation, in cooperation with 600 leading retail lumber dealers, will hold meetings during the next three months with more than 12,000 home building contractors, according to Henry W. Collins, Celotex Vice President in charge of Merchandising. The first meetings were held on September 16th.

The theme of the meetings is "Now is the Time to Build!" The program includes the presentation of promotional material, both for selling new construction and for stimulating remodeling. A collection of completely new display material has been prepared. Each meeting lasts not more than an hour and a half, after which light buffet refreshments are served.

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CONTRACTORS AND DISTRIBUTORS PAGE

Fundamental Rules In Selling

Every business that sells its product is frequently confronted by legal problems involving some transaction. Basically, every sale is governed by the Uniform Sales Act which has been adopted by practically all of the States.

Where a sale is made by exhibition of a sample to the purchaser, it is understood, even tho not an express provision of the sale, that the shipped merchandise or goods will conform to the sample. Any deviation, if it impairs the worth or utility of the product, is ground for rescission by the buyer.

If the product is sold by trade name or trade mark, the seller makes no warranty as to the fitness of use and it is only where the product is radically different from the usual characteristic quality, that the buyer may rescind the transaction. If, on the other hand, the buyer tells the seller that he wants something for a particular purpose and the latter recommends a specific product, then an implied warranty arises that the shipped wares will serve the purpose mentioned.

If the buyer buys from a salesman or agent of the vendor, he must ascertain whether this representative has the authority to bind his principal. Otherwise, the offer to buy or order is subject to confirmation or acceptance. The delay may affect the buyer's plans and he must be guided accordingly.

A "C. O. D." shipment means that the vendor does not choose to release custody of the goods until payment is made. Once delivery is made without payment, oridinary means of collection only are available.

There is a presumption that once the goods are shipped to the buyer, title passes to the buyer so that any loss, even before delivery, must be borne by him. Of course, contrary conditions may be annexed to the transaction. In other cases, shipments "F. O. B." certain points may designate at which point the parties intended to pass title so that the responsibility of ownership changes at the F. O. B. point.

Every sale over $500 must be in writing or the party to be charged with the contract must have done something to indicate his intention to be bound by its terms. A part payment, acceptance of part of the shipment, signature of a sales slip, or a dozen other means may act as binding indications.

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Every seller has the right of "stoppage in transitu." This is the extraordinary right of stopping a shipment in transit, despite an intentional transfer of title to the buyer before actual delivery, where the seller has reason to believe that the buyer is either insolvent or about to become unable to meet his obligations.

—:—

Building

Construction activity reached a ten-year peak in August. Not since June 1930 have contracts awarded in the 37 eastern states exceeded this August total of $414,941,000, according to F. W. Dodge Corporation. The August total of residential building contracts, $152,988,000, was the highest since July 1929 and exceeded the August 1939 total by 20 per cent.

Construction undertaken under the National defense program was responsible for a large portion of the increased volume; it brought the total volume of public construction contracts up to $195,293,000 compared with $158,459,000 in August of last year. However, private construction contracts increased from $153,869,000 in August 1939 to $219,648,000 in August 1940, a 43 per cent rise. This $68,000,000 increase included a $29,000,000 increase in manufacturing building contracts ($10,369,000 in August 1939; $39,586,000 in August 1940) consisting in considerable degree of plant expansion stimulated by defense orders. However, there were also substantial increases in private commercial and residential building contracts.

Commenting on the August record, Thomas S. Holden, vice president in charge of statistics and research for F. W. Dodge Corporation, said, "The impetus given to construction by the defense program has just begun to be felt, and some defense requirements have not yet been taken care of in appropriations made to date. It should be noted also that the figures given in this statement do not include a number of large defense projects on the West Coast and in colonial territories, both of which are furnishing an augmented market for materials and labor. Undoubtedly, total construction volume for 1940 will exceed by a substantial margin the estimates which were current at the beginning of this year."

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The Twelve Tables for Estimating (See page 29 of September "ASBESTOS") will come to you *flat* in a heavy paper folder. They can be kept in the folder or transferred to a binder as preferred. Your estimators will find them handy. $1.00 for the twelve.

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Can we do anything about Vocational Training in the Asbestos Industry? Send us your ideas.

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NEWS OF THE INDUSTRY

BIRTHDAYS

David E. Kelley, President, Kelley Asbestos Products Co., Kansas City, Mo., October 16.

Thomas Lehon, President, The Lehon Co., Chicago, Ill., October 17.

Wm. F. Reed, Secretary-Treasurer, Asbestos Distributors, Inc., Port Chester, N. Y., October 17.

A. K. Burgstresser, President, Norristown Magnesia & Asbestos Co., Norristown, Pa., October 26.

L. R. Hoff, President, Johns-Manville Sales Corporation, New York City, October 27.

A. L. Wade, President, Asbestos Insulations, Regd., Montreal, P. Q., Canada, October 28.

Geo. L. Abbott, President & Gen. Mgr., Garlock Packing Co., Palmyra, N. Y., October 31.

F. E. Byrnes, Asst. to Vice Pres., The Ruberoid Co., New York City, October 31.

Ernest S. Sprinkmann, President, Sprinkmann Sons Corp., Milwaukee, Wis., November 3.

G. M. Righter, Export Manager and Eastern Sales Manager, United States Asbestos Division, New York City, November 10.

R. B. Crabbs, 511 Fifth Ave., New York City, November 11.

H. Parkinson, Head of Asbestos Division, George MacLellan & Co., Ltd., Maryhill, Glasgow, Scotland, November 13.

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JOHNS-MANVILLE, has just issued a new edition of their catalog of Building Materials, this being completely revised and brought up to date. The catalog shows a wide variety of uses for J-M materials in the construction or remodeling of every conceivable type of building—residential, commercial, farm or industrial—ranging from modest cottages to monumental structures. New colors and color blends recently announced in the J-M Asphalt Shingles line, as well as other products are shown in full color. The book is now available to dealers, architects, builders and others in the building industry.

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THERMOID EXPANDS

New buildings and new equipment have recently been added to the plant of the Thermoid Company at Trenton, N. J.



Thermoid Employment Office and Hospital

A two story extension has been made to the Hose Department. which increases by 8,700 square feet the facilities for manufacturing Curved Radiator Hose and other types of Automotive Hose.

A substantial addition has also been made to the building where Thermoid Wire - Back Brake Linings are made.

The attractive one story building at the right is the new employment office and hospital. All of the new buildings are modern brick and fireproof.

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DEATH OF J. O. BOYLAN

J. O. Boylan, building materials manager of Johns-Manville's Philadelphia district, died on September 21, after a long illness, in Philadelphia. Mr. Boylan, who was 56 years old, had been with Johns-Manville for 35 years, starting as an accountant in the company's Cleveland office. He was president of the J-M Quarter Century Club in Philadelphia, honor society for employees with Johns-Manville for 25 years or longer.

Since 1917, when he was appointed manager of the roofing department for Johns-Manville in Philadelphia, Mr. Boylan had been active in the building industry of that territory, where he had a wide acquaintance among building material dealers and builders. He was made building materials manager for the district in 1932.

Born in Cleveland, Ohio, on August 16, 1884, Mr. Boylan is survived by his wife, Ethel King Boylan, and two sons, James Jr. of Washington. D. C., and Richard, of Cynwyd, Pa.

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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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RICHARD J. EVANS--Dies in 74th Year After 50 Years in the Asbestos Industry

Many readers of "ASBESTOS" will regret the passing of Richard J. Evans, who for the past 24 years has lived in Wabash. Ind., and who has been connected with the Asbestos Industry in one way and another for about fifty years.

Mr. Evans was born on October 15th, 1866, and began his career in the Asbestos Industry with the H. F. Watson Company (now a part of The Ruberoid Co.) of Erie, Pa.; subsequently he was in the paper mill business in New York State for some time, and in 1898 went with the Franklin Manufacturing Company of Franklin, Pa., that company being manufacturers of 85% Magnesia Products.

In 1916 Mr. Evans went to Wabash, Ind., to direct the manufacture of Asbestos Cloth for an asbestos protected tire which he had patented, his company being known as the Perfection Tire & Rubber Company. The company also manufactured many other asbestos products—cloth, yarn, rope, cord, theatre curtains, etc. During the World War his factory made asbestos filter cloth for one of the large chemical companies; this type of cloth had previously been imported.

Early in 1924 Mr. Evans retired from the Wabash Company and after a three months rest was induced by a group of Detroit Financiers to organize and direct the activities of the Asbestos Manufacturing Company of Huntington, Ind., in the making of asbestos brake linings, brake blocks and clutch facings. Operations of this plant were begun early in 1925. In 1937 Mr. Evans retired from active management, but was Chairman of the Board of Directors until 1939 when he severed his relations with the Company.

Mr. Evans was held in high regard by his contemporaries in the Asbestos Industry, and was liked and respected by his employees and his associates in the companies with which he was connected. Altho he had been in ill health for the past three years, his death occurred rather suddenly on August 24th from Coronary Thrombosis. Funeral services were held in Wabash but he was taken to Erie for burial.

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"UNDERGROUND WIRING METHODS", an article appearing in the September 1940 number of Electrical Contracting, contains a number of references to Asbestos-Cement Conduits (pipes).

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ROCKBESTOS PRODUCTS CORPORATION--

Promotions of Personnel

Congratulations are extended to the following members of the sales staff of Rockbestos Products Corporation who have been promoted and transferred by the Corporation to effect a recent sales expansion program:

P. O. Weston, formerly manager of the St. Louis Sales Office, has been placed in charge of the new Pacific Coast Sales Office, and is located with the Pacific Coast Sales Agent of Rockbestos, Marwood, Limited, at 367 Ninth St., San Francisco, Calif. Mr. Weston is operating in the territory covered by the San Francisco, Los Angeles, Portland, Ore., and Seattle, Wash., offices of Marwood, Ltd.

J. T. Williams, formerly with Rockbestos in Chicago, has been promoted to the post of St. Louis territory manager.

Carle Vande Bogart, formerly connected with the Detroit Office has been transferred to the Chicago Sales Office to replace Mr. Williams.

J. O. Pease, formerly in the New England territory, has been transferred to the Detroit Office.

R. G. Newton of the New Haven Sales Office, has been assigned to the New England territory.

—:—

U. S. ASBESTOS DIVISION--Holds Sales Meeting

Sales plans for next year and business conditions were the main topics discussed at a two day session of branch managers of the United States Asbestos Division held the 14th and 15th of September. The meeting closed with a dinner at the Stevens House, Manheim.

Encouraging conditions in the automotive industry were reported from various parts of the Nation. Their sales, constituting a part of the brake lining portion of the industry, are considered a reliable index of trends in the motor field.

Franklin A. Miller was in charge, and several other executives, including George Weber, general manager; O. H. Cilley, sales manager; and John Rohrbach, vice president, addressed the meeting.

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THE AMERICAN BUILDER for October 1940 contains an article on Asbestos Siding as featured in "Full Value" Homes built by the Garling Construction Company of Dearborn, Mich.

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JOHN E. BEGERT, manager of the Manville, N. J., plant of Johns-Manville Corporation, is serving as a member of the committee on National Defense of the New Jersey State Chamber of Commerce, which recently adopted and presented to Governor Moore a resolution pledging the aid of the state's business and industry in the national defense program.

—:—

NATIONAL ASSOCIATION OF MANUFACTURERS. Several representatives of the asbestos industry are taking an active part in the work of the National Association of Manufacturers, whose current program has assumed increased importance thru its contributions to the national defense program.

Among members of the association's 1940 standing committees are:

Ernest Muehleck, President of the Keasbey & Mattison Committee who is a member of the 1940 Resolutions Committee and Vice Chairman of the Committee on Healthful Working Conditions;

F. E. Schluter, President of Thermoid Company, who is Vice-Chairman of the Committee on Government Finance, and also a member of the Co-ordinating Committee.

Lewis H. Brown, President of Johns-Manville; J. E. Begert, Manager of the Manville, N. J., plant of Johns-Manville, and A. D. Simpson, General Manager of Asbestos Erector, Inc., are also interested in Committee work of the National Association of Manufacturers.

PATENTS

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

Laterally Expanded Oil Seal. No. 2,210,823. Granted on August 6 to John H. Victor, Wilmette, Ill., and Wilburn F. Bernstein, Brookfield, Ill., assignors to Victor Mfg. & Gasket Company, Chicago, Ill. Application December 29, 1939. Serial No. 311,494. Description upon request.

Gasket. No. 2,211,045. Granted on August 13, 1940, to George T. Balfe, Detroit, Mich. Assignor to Detroit Gasket & Mfg. Co., Detroit. Application Dec. 27, 1937. Serial No. 181,947.

The method of making a variable compressible material having an uneven surface of varying density and containing a metallic reinforcing member which comprises compressing together a sheet of cushion material and a layer of metal having projections thereon, and clinching said projections into said cushion material.

Insulation Board. No. 2,213,249. Granted on September 3, 1940 to Stephen J. Kelley, Passaic, N. J., assignor of one-half to Armstrong Cork Company, Lancaster, Pa. Application July 28, 1934. Serial No. 737,331.

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In the method of making insulation boards the steps consisting in advancing a web of covering material, applying a layer of hydraulic setting cementitious composition to said web, applying fibrous insulation board to said composition prior to setting thereof, applying a layer of hydraulic setting cementitious composition to the exposed face of said insulation, applying a cover sheet to said last named layer and forming rigid fire-resistant composition layers in situ on said insulation by setting said hydraulic setting composition.

Tubular Construction. No. 2,213,253. Granted on September 3, 1940 to Izador J. Novak, Trumbull, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application December 8, 1937. Serial No. 178,682.

A tubular body having a relatively high crushing strength and adapted to retain its tubular form and being substantially waterproof, the said body being formed of sheeted fibre boards comprising low grade fibres and a binding agent therefor, comprising 10 to 15% sodium silicate by dry weight of said fibres.

Edging Device for Composition Boards. No. 2,213,442. Granted on September 3, 1940 to Walter Elliott, Caledonia, Ont., Canada, assignor to U. S. Gypsum Co., Chicago, Ill. Application October 12, 1937. Serial No. 168,679.

In an edging device means for continuously moving a stream of composition board, a pair of movable shoes engaging the edges of said stream of board to form the same, said shoes being yieldably rigid together and means for positively limiting the movement of said shoes together so as to fix the width of said composition board.

Ventilating Partition Structure. No. 2,214,821. Granted on September 17, 1940 to William I. Lucius, Mt. Vernon, N. Y., assignor to Johns-Manville Corporation, New York. Application June 21, 1937. Serial No. 149,301.

A building partition structure comprising a substantially air-impermeable backing member, a sound absorbing and fluid transmitting facing member spaced therefrom, panels extending between said members and defining plenum chamber therewith, a fluid supply duct and an elongated tubular fluid filter and distributor in communication with said duct and within said chamber and extending substantially thereacross for delivering fluid into and substantially uniformly throughout the extent of said plenum chamber.

Heat Insulation Material. No. 2,214,904. Granted on September 17, 1940 to Albert S. Johnson, Oak Park, Ill. Application March 21, 1938. Serial No. 197,220.

A heat insulating material for boilers and the like including approximately 6.2% gilsonite, 18% Parolite, 4.4% flux-asphalt, 20% kerosene, 22.9% asbestos fibre, 11.3% calcium-carbonate; 12.6% diatomaceous earth, 4.6% mineral spirits.

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PRODUCTION STATISTICS

Africa (Rhodesia)

The Chamber of Mines of Rhodesia advises under date of July 24, 1940 that beginning with June 1940 details of the base mineral production of Southern Rhodesia will not be published by them, under instruction of the Southern Rhodesian Government. Therefore we will be unable to publish the production figures for Asbestos from June 1940 until the Southern Rhodesian Government lifts the prohibition.

This is regretted because it breaks the continuity of production figures, which have been published in "ASBESTOS" since January 1922 (See May 1922 "ASBESTOS", Page 24) but in these wartimes anything may be expected, and everything accepted in good spirit. We will renew publication of these production figures immediately the ban is lifted.

Africa (Swaziland)

July 1940 (Chrysotile) ..... 1,974.06 Tons (2000 lbs.)
July 1939 (Chrysotile) ..... 1,008.06 Tons (2000 lbs.)

Africa (Union of South)

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

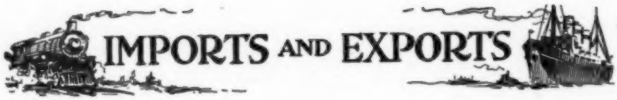
	May 1939 Tons (2000 lbs.)	May 1940 Tons (2000 lbs.)
Transvaal		
Amosite	963	1,638
Blue	485	240
Chrysotile	52	73
Cape		
Blue	538	550
	2,038	2,501

Canada

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

Production August 1940 ..... 31,980 tons (2000 lbs.)
Production August 1939 ..... 35,886 tons (2000 lbs.)

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Imports into U. S. A.

(Published by U. S. Dept. of Commerce)

	July 1939 Tons (2240 lbs.)	July 1940 Tons (2240 lbs.)
Unmanufactured Asbestos Goods:		
Africa (Br. S.)	1,000	.....
Canada	15,787	15,719
Cyprus	.....	900
Italy	3	5
	16,790	16,624
Value	*$665,409*	*$679,854*
Tabulation of Crudes and Fibres:		
Crude (Br. S. Africa)	1,000	.....
Crude (Canada)	118	107
Crude (Italy)	3	5
Milled Fibre (Canada)	4,269	5,468
Lower Grades (Canada)	11,400	10,144
Lower Grades (Cyprus)	.....	900
	16,790	16,624

Manufactured Asbestos Goods:	July 1939 Pounds	July 1940 Pounds
Belgium (Shingles)	68,468	.....
Canada (Packing)	20	.....
Canada (Pipe Covering)	51	8
France (Packing)	.....	6,131
Germany (Woven Fabrics)	143	.....
United Kingdom (Yarn)	3,473	.....
United Kingdom (Packing)	1,145	4,160
United Kingdom (W. Fabrics)	20	.....
	73,320	10,291
Value	*$4,009*	*$3,884*

There were also imports during July 1940 amounting to $385 ($348 worth coming from the United Kingdom and $37 from Canada) not classified as to kind, making a total value imported during July 1940 of $4,269.

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Exports from U. S. A.

Exports of unmanufactured asbestos for the month of July 1940 amounted to 401 tons valued at $40,585; compared with exports during July 1939 of 34 tons, valued at $3,994.

Exports of Manufactured Asbestos Goods:

	July 1939		July 1940	
	Quantity	Value	Quantity	Value
Paper, Mlbd. & Rlbd. ....lbs.	118,600	$ 7,983	201,488	$14,368
Pipe Covg. & Cement ....lbs.	132,355	7,375	507,931	11,468
Textiles & Yarn .....lbs.	106,060	57,238	80,739	29,657
Packing .....lbs.	92,713	53,234	145,798	64,110
Brake Lining—				
Molded & Semi-molded ..	.....	68,628	.....	50,299
Not Molded .....lin. ft.	111,267	19,336	29,929	6,256
Clutch Facings—				
Molded & S-molded units	20,283	8,903	11,622	3,824
Woven .....units	8,596	2,872	20,924	6,623
Magnesia & Mfrs. of ....lbs.	109,920	9,680	183,251	18,968
Asbestos Roofing .....sqs.	7,908	20,267	4,966	16,091
Other Manufactures ....lbs.	372,796	33,209	233,138	34,890

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Note: Canadian Figures giving exports for July have not been received up to time of going to press.

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AUTOMOBILE PRODUCTION

Automobile production dropped considerably in August 1940, the total production of motor vehicles during that month being 89,866 (75,873 in United States and 13,993 in Canada) while in August 1939, 103,343 were produced (99,868 in the United States and 3,475 in Canada), and the July 1940 total was 246,171.

Total production for the eight months period was 2,875,477 (2,736,104 in the United States and 139,373 in Canada); compared with 2,377,691 during the first eight months of 1939 (2,271,216 in the United States and 106,475 in Canada).

Most of the drop in production was due to the imminence of the new model announcements, and production will probably take a decided upward swing in October.

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The pulp and paper industry of Canada produces a wide variety of wood pulps and papers for domestic use and for export. Its chief product is newsprint paper, the greater part of which is sold in the United States.

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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.

ASBESTOS STOCK QUOTATIONS

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

		September 1940		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	32	37	36
Asbestos Corp. (Com.)	np	16	19	18
Celotex (Com.)	np	6¼	7⅛	7
Celotex (Pfd.)	100	50	60	60
Certainteed (Com.)	1	4⅛	5½	5¼
Certainteed (Pfd.)	100	21	33¼	33¼
Flintkote (Com.)	np	14	17	17
Johns-Manville (Com.)	np	63⅜	70½	68¼
Johns-Manville (Pfd.)	100	125	129	127½
Raybestos-Manhattan (Com.)	np	17¾	19¾	19½
Ruberoid (Com.)	np	14¼	17	17
Thermoid (Com.)	1	3½	4¼	4⅛
Thermoid (Pfd.)	10	25½	31¾	30½
U. S. Gypsum (Com.)	20	71½	80⅜	77½
U. S. Gypsum (Pfd.)	100	174	181	180

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THIS and THAT

Mineral production in Canada during 1939 reached the record value of $474,602,059 as against $441,823,237 in 1938, an increase of 7.4%. Marked increases were recorded by all major divisions of the industry, reflecting general expansion in production and the greatest advances in new development experienced in recent years.

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If a motorist in Japan wants a new motor tire he must deliver up the old one. This regulation applies to inner tubes, too. The idea is to ensure that all scrap rubber is collected, since the import of crude rubber is forbidden.—India Rubber Journal.

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Petroleum production in Canada during the first half of the current year amounted to 3,681,029 barrels compared with 3,371,238 barrels in the corresponding period of 1939.

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The India Rubber Journal in its September 7th number reprinted the article by M. F. Smith "The Origin of Asbestos", which was published in July "ASBESTOS".

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A new report "Business Organization" has just been issued by the Policyholders Service Bureau of the Metropolitan Life Insurance Company, 1 Madison Ave., New York City. This report provides information on certain general principles and general patterns of organization structure which can be applied to individual circumstances. A major part of the report is devoted to a description of the organization plans of 20 representative companies as case studies under the broad industrial classifications of railroads, public utilities, manufacturers and retail establishments. Reproductions of the organization charts of seven companies are included.

The report is available to executives who address the Bureau on their business stationery.

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ASBESTOS RM TEXTILES

"INDUSTRIAL RELATIONS IS NOT JUST A PERSONNEL FUNCTION. . . . IT IS A FUNDAMENTAL PROBLEM OF DEVELOPING MORALE, INDUSTRY CONSCIOUSNESS, AND A PSYCHOLOGY WHICH RELATES THE WORK OF THE INDIVIDUAL TO THE NATIONAL NEED."

RAYBESTOS - MANHATTAN, INC., SUBSCRIBES TO THE FOREGOING QUOTATION FROM AN EDITORIAL IN **TEXTILE WORLD.** AT NO TIME IN OUR NATION'S HISTORY HAS IT BEEN MORE TIMELY TO AROUSE INDUSTRY'S CONSCIOUSNESS OF ITS OBLIGATION TO NATIONAL WELL-BEING, TO MAINTAIN MORALE AMONG PERSONNEL AND TO PROMOTE A PSYCHOLOGY WHICH WILL IMPEL THE INDIVIDUAL TO DO HIS PART IN A TIME OF NATIONAL NEED. R-M'S RESEARCH, PRODUCTION AND DISTRIBUTION ACTIVITIES ARE IN UNISON WITH DESIRE AND INTENTION TO SERVE IN THE NATIONAL INTEREST.

RAYBESTOS-MANHATTAN, INC.
INDUSTRIAL SALES DIVISION
FACTORIES
BRIDGEPORT, CONN. NO. CHARLESTON, S. C.
MANHEIM, PA. PASSAIC, N. J.

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QUALITIES OF ASBESTOS

Durability — Resists	Weather Corrosion Fire Heat Acid Vermin Fungi-growth
Insulates against	Vibration Electricity Sound
Binds	Fillers Magnesia Cement Rubber
Filters	Acids Alkalies
Attracts	Sludge Dust

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