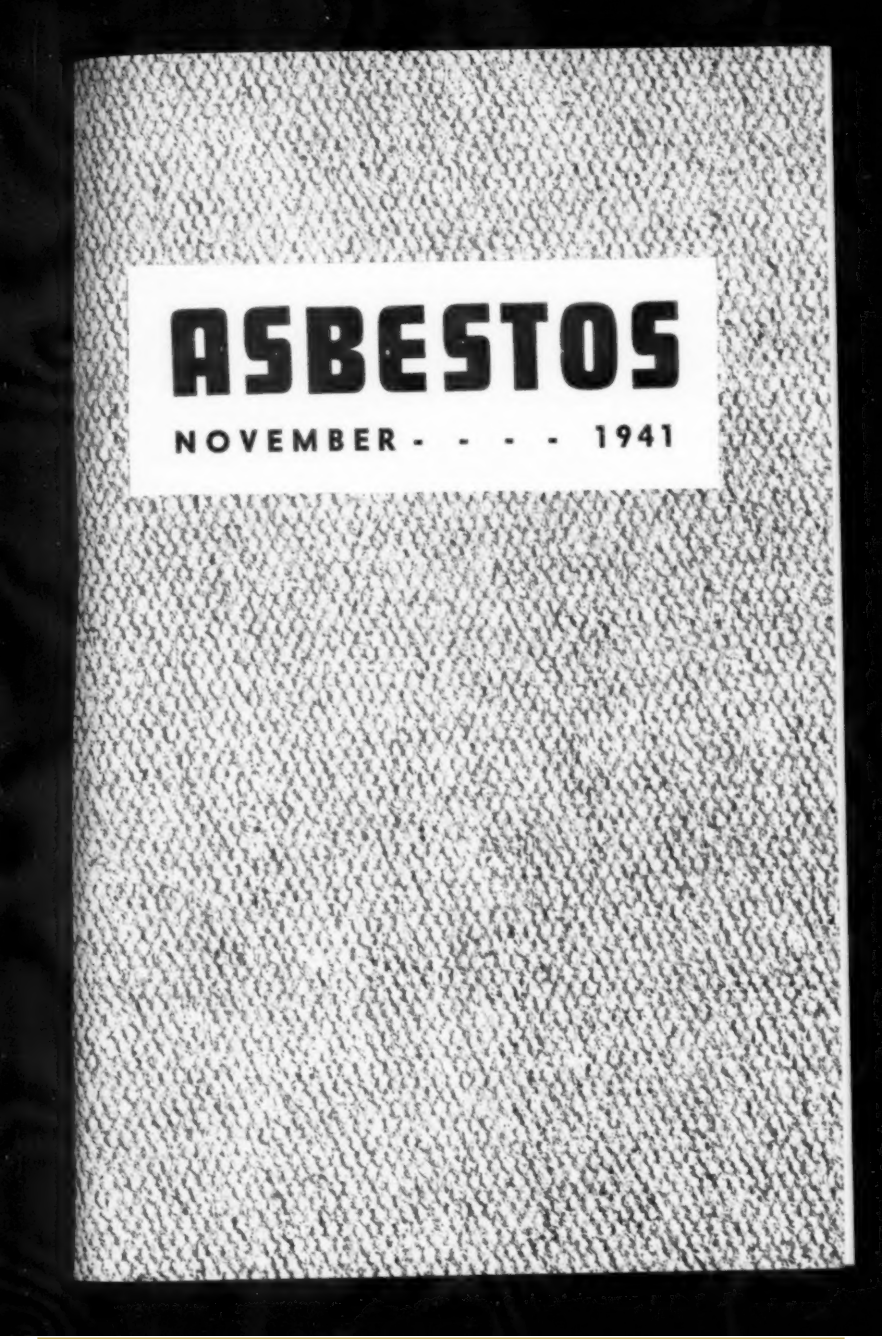


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The variety of asbestos used in manufacturing textiles is a crystallized mineral composed of metallic, non-metallic and gaseous elements. It is a hydrated silicate of magnesia containing iron and aluminum oxides. Consider the elements:

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IRON — a silver-white metal; melts at 2796° F.

SILICON — a non-metallic element resembling graphite in appearance; melts at 2588° F.

HYDROGEN, OXYGEN — Gases that are liquid in combination as water, and solid when combined in asbestos.

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FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

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NATIONAL DEFENSE AND SALESMAN MORALE

By S. P. Moffit



S. P. Moffit

S. P. Moffit, Vice President of The Ruberoid Co., has been interested in selling for over fifteen years, first as a salesman himself, and later in training others to sell and in sales management.

Mr. Moffit therefore knows the importance of keeping up salesman morale. Moreover, he has made a special study of the subject as applying to these difficult times when the salesman is daily encountering problems, and heading into circumstances with which he has never before met. Therefore Mr. Moffit's remarks are not only timely but written from a valuable background of experience in selling, and study of present day sales perplexities.

Every member of the Asbestos Industry will agree, I am sure, that for us, as for every other area of American life, the paramount objective today, and probably for years to come, must be to assist in every possible way toward the speedy creation of an impregnable defense of this nation and our cherished free way of life.

To obtain this objective our Government is finding it necessary to impose suddenly upon many industries various emergency regulations, with consequent sharp dislocations of normal business procedures. The result, in my observation, is that many business people seem to be operating today in a state of semi-bewilderment, tinged not a little on occasion with the general hysteria of the times. From this there naturally arises the question as to what can be done not only toward keeping our feet on the ground now, but toward preserving as far as possible various group relationships that will be essential to

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future progress when the war emergency has passed.

Among these relationships, none perhaps has been more disturbed, or is more important for the future, than that between salesman and customer. For here we find today a situation in which the usual relationship is almost completely reversed.

In ordinary times every real salesman realizes instinctively that he has two jobs. The first is to make every effort to get that order, large or small. Failing this, his second and equally important job is to smile away his disappointment and continue to do everything in his power to keep the way open for future pleasant approaches to the customer. For, as all of us know, many a customer has been permanently lost by a salesman's show of irritation over a lost order.

Today, with prospective orders plentiful but with shipments retarded and often made impossible by defense priorities, the salesman serving his regular trade finds himself in a very different situation. Instead of starting out each day determined to get the largest possible number of names on the dotted line, he finds himself not only receiving many unsolicited orders which he knows cannot be filled in any reasonable time, but under a continuous barrage of telegrams and phone calls from old customers wanting to know why, after all their years of loyalty to the company, they can't get now what they urgently need.

The effect of this on some salesmen is to make them sit back and hopelessly regard the situation as something they can do nothing about. Others have a tendency to deal with protesting customers with an independent air that can only spell trouble in future relations. And still others, yielding to the pressure of continuous harassment, allow themselves to be goaded into sharp retorts.

Such attitudes are, of course, only natural human reactions to the new and generally perplexing conditions. Nevertheless they constitute a problem in organization morale to which, I think, we may well give immediate and serious consideration.

To improve morale in any group it is necessary to

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provide a renewed incentive. Such an incentive can be provided for salesmen today by showing them how they can help to insure the future progress of their company and their own jobs by keeping open the channels thru which their past business has come. To do this it will be incumbent upon sales managers to preach constantly the doctrine of patience, good temper, and unremitting effort to serve their company's old customers in every remaining way. An immediate objective, it seems to me, might be to convert every salesman into an educational missionary to the trade—a man thoroly conversant with all the reasons for the present confused situation, willing to take all the time necessary to explain them in detail, and anxious to do eveything he can in a personal way toward solving the problems of his dealer friends.

A CHILD'S BOOK ON ASBESTOS

Just published is a delightful little book, "Asbestos, A Magic Mineral," by Mrs. Lilian Holmes Strack.

The book is written especially for children, but grownups in the Asbestos Industry will also find it interesting, and we know many of them will welcome the book as a Christmas or other gift for their own children or for children of their acquaintance.

The book is printed in large type, has many pictures, and is attractively bound; the story of Asbestos is told in a way every child can understand and enjoy.

The book sells for a dollar, and can be obtained either by ordering from us, or direct from the publishers, Harper & Brothers, 19 E. 33rd St., New York City. (Our English readers may find it more convenient to order from the London Branch of the publishers).

Other children's books by Mrs. Strack are "Nickel, A Magic Mineral," "Radium, A Magic Mineral," and "Crossing Canada."

—:—

Custom may lead a man into many errors, but it justifies none.

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KEEPING UP SALES VOLUME AFTER DEFENSE WORK IS OVER

As announced in our October issue, a survey has been instituted by the Research Advisory Service of the Liberty Bank of Buffalo, this time on the question:

> What should manufacturers do now to keep up their sales volume after the current defense market ceases to exist?

So far we have received three replies, most helpful replies, and we know our readers will derive much interst and profit from them.

Reply No. 1.

First, expand in research activities and expenditures right now. Develop new and better products at lower cost, so that when the depression comes and the monopoly of labor by coercive union activity is liquidated down to a normal supply and demand basis the manufacturer will be better able to cope with competition which will be especially acute from the smaller manufacturer.

Second, allocate production or orders to steady customers in this sellers' market cycle, and so create goodwill, irrespective of profits. Most of the profits will be paid to the government anyway, and I would rather invest in long term goodwill which will help us thru the next depression.

Third, don't delay on repairs or maintenance of machinery or equipment just because labor rates are high or materials are difficult to obtain. Exert every energy and make every reasonable expenditure in this direction so that a very efficient, well-oiled plant is available during the more difficult period ahead.

Fourth, have courage in undertaking sales expansion or developing new sales areas. This is no time to contract. With tax rates as they are, one has a partner in any losses incurred in such pioneering efforts. Then, when the depression comes and contraction is necessary, one

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has a greater number of men from whom to pick and sales territories can be consolidated.

Reply No. 2.

1. We must watch the leaks in our own business; wastes, defective goods, returns and poor production.

2. We must develop and improve peronnel in our supervisory jobs. Foremen should be trained for the days ahead. These are splendid opportunities for these men. Training men properly will lead to permanency in your business.

3. There is an abundance of high class, constructive selling to be done today. There is an opportunity to obtain highgrade salesmen who will be set adrift by manufacturers of non-defense products. These men, properly groomed now, will prove investments against the day when the post war competition confronts us; therefore, I recommend necessary adjustment in sales organizations in the field, a separation of the wheat from the chaff.

4. We must watch our inventories; also stocks on our own customers' shelves; undue accumulations will lead to tremendous losses when the "bubble bursts."

5. We must improve equipment and manufacturing facilities; develop simplified methods for operation. Yes —simplified methods in sales, in distribution and in office procedure.

6. We must spend dollars intelligently for research and development of new products.

7. We must maintain safe and sane appropriations for the continuance of our advertising and merchandising programs.

When peace does come, I know that we will not have lost our sense of humor and it is quite probable that we will inherit a new standard of values, as well as keener foresight and judgment to carry on.

Reply No. 3.

1. Increase laboratory research and development facilities and staff.

2. Carry out increased research work for the im-

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Perhaps we can't see the forest for the trees

Today industry generally is so absorbed with its manufacturing problems that it may not at the moment see the problems of others. We are well aware that we may be overlooking some new opportunity for asbestos to serve industry.

Because we hold it our first duty to meet the known needs of national defense, our production today is busy with things on order. We believe that not a customer would have it otherwise, despite the inconvenience it may cause him.

But, we can *think* of the future. In fact, our research men are continuing to prepare for the future . . . to the end that the return of normal times will bring you fuller service from asbestos.

In this you can help us. Have you a problem that might be solved by the application of asbestos? We will give thorough consideration to any suggestion, in the hope that it will prove to be practical from a manufacturing standpoint. We'd appreciate a letter from you.

* * *

Nature made asbestos; Keasbey & Mattison has made it serve mankind . . . since 1873.

KEASBEY & MATTISON
COMPANY, AMBLER, PENNA.



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provement of existing products and the development of new products.

3. Retain sales force intact and maintain a close contact with customers.

4. Do not curtail advertising programs.

5. Concentrate on domestic business and requirements because of the uncertainty of the future export market.

—:—

All of these replies stress the need for keeping sales forces intact or even expanding them. Thereupon naturally arises the question, "If a salesman has practically nothing to sell at present, how is he to be kept occupied, alert and enthusiastic?" It is somewhat of a coincidence that our guest editor this month, S. P. Moffit, Vice President of The Ruberoid Co., to some extent answers this question in his very excellent editorial on page 2, "National Defense and Salesman Morale". If you have not read it we urge you to do so immediately; if you have read it, turn to it again and peruse it carefully. We are hoping to persuade Mr. Moffit to enlarge on the topic in some future issue and our readers are also asked to send in their suggestions.

In the meantime we expect to have other answers to the Survey question for publication in December. All replies are, of course, forwarded to the Liberty Bank immediately upon receipt.

—:—

Be thankful if your job is a little harder than you like.

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ARIZONA ASBESTOS DEPOSITS STUDIED

Mention has been made in various mining and financial magazines and newspapers of the field examination of asbestos deposits north of Globe, Ariz., by J. S. Coupal, Director of the Department of Mineral Resources, State of Arizona.

It appears that this examination was made for private parties, and therefore Mr. Coupal's report is not available to the public nor to the Asbestos Industry at large, but the following comment which we understand is authoritative and is taken from July 20, 1941 issue of the "Arizona Republic" (Phoenix, Ariz.), may be of interest.

"J. S. Coupal, director of the Arizona Department of Mineral Resources, who recently examined a group of asbestos properties north of Globe, states that negotiations are pending which may result in extensive operations in that area in the near future. 'It looks like a good-sized permanent operation for the State' he declared.

"Coupal examined the properties in order to determine if the mines could produce asbestos in the quantity and quality required in a pending government contract involving approximately $5,000,000. If his report is accepted, Coupal states that between $100,000 and $200,000 will be spent to equip and place the properties in operation on a large scale.

"Three groups of claims and a mill held by Roger Q. Kyle of Globe, are involved in the pending deal. They include the Miami Asbestos Group, 45 miles north of Globe in the Sierra Ancha Mountains; the Pueblo Group, 60 miles north of Globe on the Central Mountain Mesa; the Sloan Creek Group, eight miles east of Young; and the Kyle asbestos mill at Globe.

"A potential output of 3,000 tons of asbestos a year is indicated, half the production being in the No. 1 and No. 2 crude grade. No. 3 crude, a product established by Kyle, also would be produced.

"The length of the fibre in No. 3 crude is only one-

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fourth inch and it was never considered by the trade until Kyle developed a milling process that would grade and clean it commercially. Formerly it was necessary to cob asbestos by hand at a cost of $80. per ton, but Coupal reports that the Kyle mill will do it for $5.

"There is another grade of asbestos known as No. 4 with a still shorter fibre on which it is expected that a market will be developed locally and in California.

"The asbestos is being sought by a large eastern company with a government contract for the material for defense. It requested Coupal to make the survey and report on whether the mines could produce the mineral in the quantity and quality required under the contract."

STANDARDS FOR SAFETY WEARING APPAREL

The National Bureau of Standards, in conjunction with the Industrial Equipment Association, has recently worked out a proposed commercial standard on materials for safety wearing apparel and desires manufacturers of asbestos textiles to examine and constructively criticize this proposed standard before it is formally adopted.

The chief objective of this standard is to draw a line of demarcation between materials for safety wearing apparel that will adequately protect the user and those that will not, and to provide a basis for certifying the quality of such materials.

Those manufacturers of asbestos textiles who are interested may obtain copies of the proposed standard from the National Bureau of Standards, Washington, D. C. Requests should be addressed and your criticism of the proposed standards should be sent to L. R. Gilbert, Division of Trade Standards (File XI-r/spc).

—:—

A good seaman is found when the storm is at its height.

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MARKET CONDITIONS

GENERAL BUSINESS

There is in all lines even remotely connected with defense work plenty of business, orders piling up and deliveries dropping behind.

In lines which are, unfortunately, not within the defense limits, and not convertible to defense work, plenty of orders, but increasing difficulties in obtaining materials, difficulties in finding satisfactory substitutes and various other obstacles to the filling of those orders.

Business has many serious problems confronting it these days, no matter what field is considered.

As to the foreign situation the National City Bank letter for November says: "The critical developments in foreign affairs . . . . have had little effect on the business situation."

ASBESTOS - RAW MATERIAL

Each month shows larger importations of asbestos into the United States from all sources; this is especially true of South African material.

Canadian Mines are being hard pressed for delivery and mines are now operating at full capacity.

Several Canadian Asbestos producers have announced an increase in price, effective January 1st, 1942, of approximately 10%. This is the first general increase in prices in terms of United States' Dollars made by Canadian producers since January 1st, 1938.

ASBESTOS—MANUFACTURED GOODS

Textiles. The situation in the Asbestos Textile market has not changed materially in the past three months. Demand is high, prices are firm, with an increasing demand outlook for months to come.

Brake Lining. The September return was next to the highest so far this year and sales for domestic consumption were higher than those for any other September during the past ten years. Export sales recorded increases over last month as well as over last September.

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Paper and Millboard. Little change in demand for Asbestos Paper—meaning that it is high with firm prices. Heavy demand is also continuing in the Millboard market, with prices firm. Cantonment and ship work account largely for this favorable condition.

Insulation High Pressure. Production and shipments continue at the high rates established over the past few months. Prices are firm.

Insulation. Low Pressure. Demand in this line has subsided somewhat; jobbers' business has fallen off. The heating season was shorter than usual, with fewer installations than usual.

Asbestos-Cement Products. There is little if any change in the general situation on asbestos-cement products as far as unfilled orders and peak production are concerned. All manufacturers probably still have a substantial volume of unfilled orders on hand and are taking from two to four, or even six weeks to make shipments of shingles and sidings, nor can they promise delivery on corrugated or flat sheets in any great volume for two or three months or more.

At the same time, recent restrictions placed on private construction work by the government, such as the limit on time payments, which will affect modernization work, and the restriction on new construction work, is undoubtedly having an effect on the volume of new orders coming in from the trade. Whether this curtailment in this class of business will exist for any great length of time, or is only temporary while people adjust themselves to the new regulations, remains to be seen.

There will, of course, be a substantial volume of materials required for defense construction in the form of defense housing as well as the direct requirements of the Army and Navy Departments which will keep the Industry going at full volume for many months. It is likely, however, that a much greater percentage of the Industry's tonnage during the next few months will be for defense construction than heretofore.

The above comments are made by men in close touch with field conditions. We welcome comments of this sort at any time.

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A.S.T.M. STANDARDS ON TEXTILE MATERIALS

The American Society for Testing Materials has published its 1941-42 issue of A. S. T. M. Standards on Textile Materials, under the sponsorship of Committee D-13.

Five of the 68 specifications, tolerances, tests and definitions contained in this 400-page book, apply to asbestos materials, that is, asbestos roving, yarns, tape for electrical purposes, cloth and tubular sleeving.[1] Those on Roving and Electrical Tape have been revised during this present year.

Also of interest to our readers may be the four tentative testing methods and tolerances for glass yarn, fabrics, tubular sleeving and braids and tapes.

Copy of the book may be obtained from A. S. T. M. Headquarters at 260 S. Broad St., Philadelphia, at $2.00 per single copy.

[1] See page 8, Oct. 1941 "ASBESTOS" for Tentative Test Method on Asbestos Tubular Sleeving.

INTERESTING REPORT AVAILABLE

Employee relations are today management's most important concern. Indicative of the increasing importance management attaches to industrial relations is the growing practice of reporting to stockholders company personnel policies and programs.

To determine the extent to which companies are informing the owners of the business about personnel activities, the Policyholders Service Bureau of the Metropolitan Life Insurance Company reviewed the annual reports of 235 companies for 1938 and 1939 and studied other methods employed for this purpose. The results of this investigation are presented in a special report entitled "Telling Stockholders About Employee Relations." The report is available to executives who address the Bureau on their business stationery. Address: Policyholders Service Bureau, Metropolitan Life Insurance Company, One Madison Ave., New York City.

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AVAILABLE U. S. PUBLICATIONS

The U. S. Department of Commerce has issued a list of 146 possible studies, mostly but not excusively on defense problems, for the use of universities and other research institutions desiring suggestions on worthwhile timely topics. The list is available without cost to any private or public institution or individual interested in business and economic research. Write to the Bureau of Foreign and Domestic Commerce in Washington or to any field office of the Department of Commerce in 31 large cities.

—:—

Late this fall the U. S. Department of Commerce will print its second annual survey of research products in progress in 93 universities and research organizations in the United States, under the title "Business Research Projects, 1941." This will be available to anyone interested in business and economic research, free of charge. Requests will be held until the publication is off the press, when it will be promptly mailed. Requests should be sent the Bureau of Foreign & Domestic Commerce in Washington, D. C.

—:—

"Cork Goes to War" is the title of an interesting article by Mary V. Day in the October 16th number of Domestic Commerce. Obtainable at 5c a copy from the U. S. Department of Commerce.

—:—

Industrial Reference Service of the U. S. Department of Commerce has issued during October 1941 a 13 page pamphlet on "The United States Construction Industry, September 1941," by S. Morris Livingston and Joseph H. Ehlers. This appears to be a very comprehensive review of the Construction Industry. It is available from any Regional or District Office of the U. S. Department of Commerce, or from that Department in Washington, D. C., at the price of 10c.

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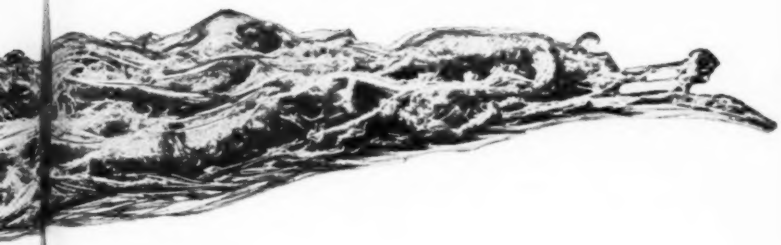
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CONTRACTORS AND DISTRIBUTORS PAGE

Effect on Sales of Government Restrictions

In commenting on the possible effect of governmental restrictions, made necessary by the defense program, on his company's sales, Herbert Abraham, President of The Ruberoid Company, says:

Present indications are that, for the immediate future, there will be three principal prospective markets: First, and having precedence over all others, is Government construction, including projects such as cantonments and plants for the manufacture and storage of munitions.

Second, housing for workers in 275 localities thruout the country designated by the Government as defense areas. A recent government ruling grants priority aid for the construction in these areas of family housing units costing not in excess of $6,000. This is expected to involve the construction of 200,000 privately financed and 100,000 publicly financed residential units.

Third, farm construction and necessary repairs and maintenance of existing buildings generally, including private homes, municipal and governmental structures thruout the country.

Building

Construction volume in first nine months of 1941 is the greatest in 12 years.

Construction contracts awarded in 37 eastern states during the first nine months of 1941 amounted to $4,510,879.000 according to F. W. Dodge Corporation, while in the comparable period of 1940 award volume was $2,784,352,000. Not since 1929 has construction volume exceeded four and a half billion dollars during the first nine months of the year.

In the first three quarters of 1941, non-residential building expanded to $1,682,166,000—more than double the volume in the corresponding period of 1940. Residential building contracts awarded amounted to $1,561,285,000, an increase of 38 per cent over 1940 nine-month volume of $1,136,362,000.

Building and engineering contract awards during September 1941 totaled $623,292,000, declining somewhat from the record level of August 1941, but 79 per cent larger than September

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1940. It was also the largest volume for any September recorded in the F. W. Dodge Corporation record of construction in 37 eastern states.

Commenting on the September contract record, Thomas S. Holden, president of F. W. Dodge Corporation said: "Recent trends toward peak construction activity are obviously dampened considerably by the SPAB order of October 9 restricting non-defense construction. Nevertheless, the defense construction and defense housing needs of the coming year will require a very large construction volume, probably more than in any post-depression year except 1940 and 1941. The defense program requires a continuing record volume of defense plant construction, warehouse facilities of many kinds for handling defense materials, defense housing at the rate of 50,000 family units a month, defense highways, community facilities (including necessary commercial buildings) to serve defense areas, and necessary modernization, rehabilitation and repairs of existing buildings."

Priority Ruling Hits Building Trades

"The new policy announced by the Supply Priorities and Allocation Board (SPAB) on October 9 suggested that there would be further drastic limitations in the use of critical metals in nondefense construction," says Joseph H. Ehlers in his article in the October 23rd number of Domestic Commerce.

Mr. Ehlers goes on to say that two criteria will be applied to determine whether a project should be constructed:

1. Does this construction involve the use of appreciable quantities of critical materials?"

2. Is the construction directly necessary for national defense, or clearly essential for the health and safety of the civilian population?

If the answer to the first question is yes, and to the second question no, priorities for the critical materials involved will not be issued.



TEST

. . . the added sales volume awaiting you among the nation's roofing and siding contractors. Write to . . .

AMERICAN ROOFER and SIDING CONTRACTOR
425 Fourth Avenue, New York City

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Rhodesian

SHABANI MINE — SHABANIE
GATH'S MINE — MASHABA

African

HAVELOCK MINE — SWAZILAND

Canadian

BELL MINE — THETFORD MINES, P. Q.

ASBESTOS

Raw Asbestos Distributors Limited

Spotland

ROCHDALE, Lancs., England.

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NEWS OF THE INDUSTRY

BIRTHDAYS

J. A. Marcotte, Sales Director, Asbestos Corporation Limited, Thetford Mines, P. Q., Canada, November 22.

F. R. Anderson, Vice President, Sall Mountain Company, Chicago, Ill., November 24.

Alvin C. McCord, President, McCord Mfg. Co., Wyandotte, Mich., November 24.

John J. Krez, President, Paul J. Krez Co., Chicago, Ill., Nov. 26.

S. J. Gillis, Waterfront Manager, Plant Rubber & Asbestos Works, San Francisco, Calif., November 26.

Alfred E. Hermes, Secretary-Treasurer, Acme Asbestos Covering & Flooring Company, Chicago, Ill., November 27.

E. T. Connell, President, Connell Asbestos Co., Brooklyn, N. Y., November 29.

George W. Gerding, Asbestos Fibre Spinning Company, North Wales. Pa., November 29.

S. P. Moffit, Vice President and Director, The Ruberoid Co., New York City, N. Y., November 29.

R. E. Kramig, Senior Partner, R. E. Kramig & Co., Cincinnati, O., November 29.

K. H. Behre, Sales Manager, Vermont Asbestos Mines. New York City, N. Y., December 5.

Victor Mauck, President, Nicolet Asbestos Mines, Norristown, Pa., December 6.

Kenneth MacLellan, Managing Director, George MacLellan & Co., Ltd., Glasgow, Scotland, December 8.

Joseph Poulin, President and General Manager, Asbestonos Corporation, Ltd., St. Lambert. Montreal, P. Q., December 15

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

—:—

ASBESTOS LIMITED INC.--New Plant

Arrangements have been completed between the U. S. Navy (Bureau of Ships) and Asbestos Limited, Inc., 8 W. 40th St., New York, N. Y., to build and equip a plant for the production of Asbestos Products (principally high temperature insulation of various kinds).

The new plant will form an addition to the present factory of Asbestos Limited Inc., at Millington, N. J., and will cost $151,000.

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WALTER B. HARRIS OF RUBEROID--Dies after Long Illness

Walter B. Harris, Vice President, Treasurer and Director of The Ruberoid Co., died on November 1st, after an illness of several months. His age was 61.

Mr. Harris was a native of Brooklyn. He was associated with the roofing and building products industry thruout his business life, having been first employed by Mica Roofing Company, New York City, immediately following his graduation from High School in 1896. Later he was for several years connected with the Warren Chemical & Manufacturing Co., and in 1913 became associated with the Barrett Company, rising, thru a succession of promotions, to the position of General Sales Manager.

In 1922 Mr. Harris helped to organize and became vice president of the Continental Roofing & Manufacturing Company, operating plants for the manufacture of asphalt building products at Baltimore, Md., and Mobile, Ala. In 1928, the business of the Continental was acquired by The Ruberoid Co. and Mr. Harris became a director, vice president and treasurer of the latter company.

Mr. Harris was also a director of the Bon Ami Company; he was a member of the Union League and Engineers Clubs, New York, the Maryland Club of Baltimore, and Joppa Lodge No. 201, F. and A. M., Brooklyn. As an enthusiastic fisherman, he was president of the Negantic Fish and Game Club of Canada, and a member of the Wyandanch Club of Smithtown, L. I.

HUGH C. FOSTER PASSES AWAY

Hugh C. Foster, Sales Manager of the Baltimore Division of The Ruberoid Co., died on October 20, following an illness of several months. He was 59 years old.

Mr. Foster was widely known and had many friends in the building materials trade thruout the South and Southwest. He was a native of Virginia, and began his business life as a representative of the Boston Woven Hose & Rubber Company. Later he became associated with the firm of Riley and Foster, calling on the Southern hardware trade.

In 1926 Mr. Foster was appointed outside sales supervisor of the Continental Roofing & Manufacturing Company, operating plants for the manufacture of asphalt roofing products at Baltimore and Mobile, Ala. He became Sales Manager of the Baltimore Division of The Ruberoid Co. when that company acquired the business of the Continental company in 1928.

Funeral services were held on October 22 at Richmond, Va.

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A PRIORITIES DEPARTMENT has been organized by Johns-Manville within their Company, to coordinate the activities of their operating divisions with OPM.

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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.I.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
415 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—VANDERBILT 6-1477

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J-M NEW PROCESSING MILL IN ARIZONA

An asbestos mill capable of processing large quantities of asbestos-bearing rock is now under construction on the Johns-Manville properties in Chrysotile, Arizona. According to C. H. Shoemaker, vice president of Johns-Manville Products Corporation, the new mill will be in operation early in 1942, and will at that time add substantially to the supply of asbestos fibre available in this country to meet defense manufacturing needs.

The asbestos fibre found at Chrysotile is particularly valuable in the manufacture of filters, woven asbestos materials, asbestos paper, many types of asbestos-cement products, and as fillers in asphalt tile and moulding compounds. Continuous experimentation at J-M's research laboratories in Manville, N. J., resulted recently in the construction of a complete pilot mill with an entirely new process, which will allow the fullest use of Arizona's valuable asbestos deposits. Based on this development the large mill is now being built at Chrysotile, while explorations and tests are going on preparatory to expanding the mine itself.

It has been estimated that approximately 100 men will be employed in the mill and mine, and that this number will be increased as the property is developed, making the J-M operation at Chrysotile, Arizona's largest asbestos development.

THE RIC-WIL COMPANY--Makes Two Appointments

The Ric-wiL Company, Cleveland, Ohio., manufacturers of Insulated Conduit Systems for underground steam lines, announces the appointment of Fred Belser as General Manager of the Company. Mr. Belser, a graduate of The Case School of Applied Science in 1916, has been associated with the Ric-wiL Company since 1928 in executive capacities and is well known in the field of heating and engineering.

C. Gottwald continues as President and Treasurer of the Company, and M. A. Hanna as Vice President and Secretary.

The Ric-wiL Company has also appointed to the position of Publicity Director, A. V. DeFosset, who comes to his new connection from a previous position as Assistant Advertising Manager of the Seiberling Rubber Company, Akron, Ohio. Mr. DeFossett, who is a graduate of The College of Commerce of Ohio State University, also has a background of advertising experience in several retail establishments, and for a time operated his own advertising agency in Columbus, Ohio.

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JOSEPH D. ROURKE. It is with much regret that we announce the death on October 19th, of Joseph D. Rourke, a member of the firm of the Midwest Asbestos & Insulation Company, Insulation Contractors of Omaha, Nebr. Mr. Rourke died of a sinus infection.

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AMERICAN BRAKEBLOK EXPANSION

The American Brakeblok Division of The American Brake Shoe and Foundry Company, which produces automotive and industrial brake materials, has completed an extensive plant enlargement and improvement program in Detroit and at Wayne, Mich.

The Detroit additions, now equipped and in operation, consist of a four story building with 68,000 square feet of floor space and a three-story building containing 28,000 square feet of space. The four story building is used by the shipping and advertising departments and also contains the executive offices of the production department, and offices and laboratories for the Division's Chemical control, research and experimental departments.



The Detroit Four-story Addition

The new three story building in Detroit is now in use for production of brake lining materials and for storage of finished materials, giving the Division a needed enlarged capacity for its automotive and industrial brake material production.

The new building in Wayne, just completed is for storage of raw and finished materials and for the testing of automobiles and trucks. It contains 49,000 square feet of floor space.

The American Brakeblok Division with these additions now uses a total of 325,000 square feet of factory space in the development, production and shipping of American Brakeblok Brake Linings for passenger cars, trucks, buses and for industrial uses.

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"MANUFACTURES 1939"—Miscellaneous Nonmetallic Mineral Products, recently published by the Bureau of the Census, contains five pages of tabulations (10 tables in all) concerning Asbestos Products. The tabulations give many more details than previous Census reports. The pamphlet is obtainable from the Superintendent of Documents, Washington, D. C., at a price of 10c.

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FRANK W. ROWE RETIRES -- Under J-M New Plan

Frank W. Rowe, for 23 years General Purchasing Agent of Johns-Manville, is among the first to retire under the company's new retirement plan[1] which went into effect on July 1st of this year.



Mr. Rowe's retirement was announced with those of eleven other veteran employees in plants and offices thruout the country.

Mr. Rowe is 72. He joined Johns-Manville in 1914 after serving as a Purchasing Agent for the General Electric Company. In 1937 he relinquished his post as J-M General Purchasing Agent for reasons of Health and became Purchasing Consultant for the Company.

Mr. Rowe was an organizer of the Purchasing Agents Association of New York, and a Regional Vice President of the National Association of Purchasing Agents.

[1] See July 1941 "ASBESTOS", Page 31.

THERMOID'S NEW VICE PRESIDENTS

Charles A. Klaus and Carl A. Schell have been named vice presidents of the Thermoid Co., Trenton, N. J., according to announcement of Fred Schluter, President, following a recent meeting of the Board of Directors.

Mr. Klaus has been with Thermoid for 11 years, having been fleet engineer, chief sales engineer in the automotive replacement division and director of automotive replacement sales.

Mr. Schell has been associated with Thermoid for 24 years as its chief sales and development engineer. He is recognized as one of the outstanding friction materials sales engineers in the country.

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MOHAWK SHINGLE CO., INC., Mohawk Asbestos Shingles, Inc., of Oneida, N. Y., manufacturers of Tapered Asbestos Shingles—Williamsburg and Plymouth types—has changed its name to Mohawk Shingle Company, Inc.

The Company's present officials are: President, Leonard W. Ferris; Vice President, George Ferris; Treasurer, Charles E. Arnold.

The firm's New York Branch has been discontinued, that territory now being handled by Robert T. Wallace, 56 Evergreen Ave., Lynbrook, L. I., N. Y.

"SELLING SUCCESSFULLY," an article by S. P. Moffit, Vice President of The Ruberoid Co., in the October 1941 issue of the United Roofer, is well worth reading.

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UNION ASBESTOS & RUBBER Co. -- Elects New Presideut

At a meeting of the Union Asbestos & Rubber Company of Chicago, Ill., held on October 16th, James H. Watters of Marion, Ohio, was elected President, succeeding L. L. Cohen, who was made Chairman of the Board.

Other officers of the Company are L. J. Silverman, Executive Vice President and Treasurer; John H. Balch, Secretary; J. H. Kuhns, W. R. Gillies and Geo. A. Hull, Vice Presidents.



J. H. Watters

Mr. Watters, the new President was born in Norfolk, Va., on January 30, 1885. He attended grade and high schools in Norfolk and studied at the University of Virginia.

After leaving school in 1905 he was connected with Watters & Martin, a wholesale hardware company, and continued with them until December 31, 1925, at which time he became Vice President and General Manager of the New York Air Brake Company at New York City, where he remained until October 1, 1929. In October 1929 he was elected President and General Manager of the Marion Steam Shovel Company at Marion, Ohio.

Mr. Watters will make his headquarters at the main office of the Union Asbestos & Rubber Company, 310 S. Michigan Ave., Chicago. We extend to Mr. Watters a cordial welcome to the Asbestos Industry.

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RUBEROID 55TH ANNIVERSARY—On October 20th, The Ruberoid Co. celebrated its 55th anniversary.

A leaflet carrying the names of 109 Ruberoid employees who are now in military service and of 99 employees who have been with the company continuously for 25 years or more, was distributed to each of Ruberoid's 3,000 factory and office workers thruout the country, in honor of the occasion.

The President of the Company, Herbert Abraham, in a letter (which was a part of the leaflet) stressed the importance of all their workers forwarding in every possible way the manufacture of products ordered for defense construction projects.

STANDARD ASBESTOS MFG. CO. At the recently held annual meeting of stockholders of this company, Matthew J. Fitzgerald was elected President and M. J. O'Malley was elected Chairman of the Board of Directors.

ASBESTOS MANUFACTURING COMPANY, Huntington, Ind., on November 1st paid two dividends of 35c each on the $1.40 dividend $1 par value preference stock. Giving effect to this distribution, accumulations now amount to only $1.75 a share.

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NEIGHBORS - SPENCER IN ARIZONA

Neighbors-Spencer, Ltd., of Globe, Ariz., have taken over the operation of the Apache Mines, Inc., and, with the previous owners, Dr. A. J. McIntire, George Brown and Frank Witty, all of Phoenix, are building a road to the property to eliminate burro packing seven miles. A mill is also to be erected at the property (completion expected in January 1942) which will enable the company to supply all mill grades as well as Crudes. This mine we are told produces very fine soft chrysotile Crudes Nos. 1, 2 and 3.

The Company has also taken a lease on 42 claims producing both soft and harsh fibre and 2½ miles of road are being built to this property.

The Lucky Strike Mine, which produces both soft and harsh fibre and the Keuhne Claims producing all harsh fibre, are also being operated by Neighbors-Spencer. A road about 3 miles long will be constructed to the former property upon completion of the other two roads now under construction.

FRED SURRIDGE PASSES AWAY

Fred Surridge was probably the most outstanding character in the Asbestos business in the southwest area, having been identified with the Asbestos Industry for the past thirty or more years.

Mr. Surridge for the last eight years has been in charge of the St. Louis Office of Grant Wilson, Inc. Previous to that he was with R. V. Aycock in both Kansas City and St. Louis. He started his asbestos career with Johns-Manville serving them in St. Louis, Kansas City, and Texas.

His passing on November 2nd, after a rather long illness will be deeply regretted by his many business and personal friends in the Industry.

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BELL ASBESTOS MINES, LTD. Lt. Col. Geo. W. Smith, Director and Secretary-Treasurer of Bell Asbestos Mines, Ltd., has joined the Canadian Active Forces. Mr. Smith served in the last war and at that time saw service in France.

OPERATING THE WORLD'S LARGEST ASBESTOS MINE. Part II of this article, which covers chiefly diamond drilling and the electrical department, will be found in October number of Engineering & Mining Journal (published by McGraw-Hill, 330 W. 42nd St., New York City). Part I was in the September 1941 number. We understand the November issue will contain another chapter describing milling practice at the Canadian J-M mine at Asbestos, Que.

THE PACIFIC COAST ASBESTOS ASSOCIATION held its annual meeting on November 13th and 14th, at the Palace Hotel, San Francisco, Calif.

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JOHNS-MANVILLE CORPORATION and subsidiaries show a net income for the third quarter of 1941 of $1,470,183, compared with $1,638,312 for the corresponding period last year. Earnings per share of common stock after preferred dividends, were $1.62 for the third quarter of 1941 against $1.79 per share for the corresponding period last year.

Net income for the first nine months of 1941 was $4,488,984, or $4.97 per share of common stock, compared to $3,526,325 or $3.72 per share for the same period in 1940.

Net sales for the third quarter were $25,941,410, an increase of 57% over the third quarter of 1940, when sales were $16,524,491. Sales for the first nine months of 1941 amounted $64,753,919; for the same period in 1940 they were $43,169,483. Detailed figures follow:

	Third Quarter Ended	
	Sept. 30, 1941	Sept. 30, 1940
Net Sales	$25,941,409.88	$16,524,491.40
Income from royalties, commissions, dividends, etc.	52,973.07	114,124.70
	$25,994,382.95	$16,638,616.10
Expenses		
Mfg. costs, materials, etc.	11,436,368.81	7,577,369.42
Depreciation and depletion	602,291.83	498,384.89
Taxes	4,211,978.29	1,416,974.57
Wages and Salaries	3,273,560.58	5,507,575.30
Total Expenses	$19,524,199.51	$15,000,304.18
Earnings	$ 1,470,183.44	$ 1,638,311.92

	Nine Months Ended	
	Sept. 30, 1941	Sept. 30,1940
Net Sales	$64,753,919.45	$43,169,483.21
Income from royalties, commissions, dividends, etc.	136,743.67	227,251.02
Total Expenses	$64,890,663.12	$43,396,734.23
Expenses		
Mfg. costs, materials, etc.	27,914,389.22	19,963,467.07
Depreciation and depletion	1,700,828.69	1,570,448.52
Taxes	9,567,601.68	3,191,369.38
Wages and Salaries	21,218,859.07	15,145,123.95
Total Expenses	$60,401,678.66	$39,870,408.92
Earnings	$ 4,488,984.46	$ 3,526,325.31

JOHNS-MANVILLE is sponsoring a series of news broadcasts over a Columbia Broadcasting System network five times a week, Monday thru Friday, at 6.10 P. M. Eastern Standard Time. The program lasts five minutes, the series beginning Monday, September 29. The theme is how the American people can save fuel for national defense by insulating their homes with J-M Rock Wool Home Insulation. Frazier Hunt, well known foreign correspondent and radio personality is the commentator.

THE DUREZ MOLDER of North Tonawanda, N. Y., a house organ concerning Durez synthetic resins, devotes page 4 of its October number to the subject of "Brake Linings."

CANADIAN JOHNS-MANVILLE CO., LTD., has moved its Toronto Office to 199 Bay Street.

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THE UNITED STATES GYPSUM COMPANY of Chicago, Ill., publishes an informative house organ "Red Topics" concerned chiefly with subjects relating to plastering.

A new chart (9-7/8" x 15-½") which summarizes basic facts about all types of plaster bases, has been prepared by their Technical Department. The summary provides data on fire resistance, average sound transmission loss, recommended plaster grounds, normal partition thickness, approximate weight of wall, materials recommended, etc.

The Company has also recently prepared a pitch card that contains complete instructions for use, as well as condensed estimating data. It will be sent free to all who request it. With this card roofs of ¼, ⅖, ⅓, ½ and ¾ pitch are readily identified. Simple instructions for determining the area of the roof are also given.

THE RUBEROID CO. reported for the three months ending September 30, 1941, consolidated net profit of $489,494, equivalent to $1.23 per share, after provision of $563,553 for Federal and State taxes, including $193,000 for accrued Federal excess profits tax. This is an increase of 43 per cent over net profit in the third quarter of 1940, which was $342,583, or 86 cents per share.

For the first nine months of 1941, consolidated net profit, after providing for Federal and State taxes, amounted to $1,074,371, equivalent to $2.70 per share, compared with $526,425, or $1.32 per share, in the corresponding period last year, an increase of 104 per cent.

Net sales for the third quarter of this year aggregated $7,566,267, an increase of 43 per cent over net sales of $5,288,523 in the corresponding 1940 quarter. For the first nine months of 1941, net sales amounted to $18,633,110, compared with $12,956,900 in the corresponding period of 1940, an increase of 44 per cent.

AMERICAN INFLUENCE IN CANADIAN MINING, by E. S. Moore, is called to the attention of "ASBESTOS" readers, partly because it devotes four pages to the history of Asbestos Mining in Canada, and partly because the book may be of general interest. The book is divided into ten chapters, the first of which gives a brief but excellent sketch, illustrated by two maps of the geology of Canada. Copy may be purchased from the publishers, The University of Toronto Press, Toronto, Canada, at the price of $2.25.

THE ASBESTOS CORPORATION OF AMERICA, New York City, has recently purchased the Anchor Post Fence Company property at North and Lincoln Avenues, Garwood, N. J. The buildings are said to be mostly one-story and contain 28,000 square feet of floor space on approximately two acres of land. They are served by an 800-foot Central R. R. of N. J. siding. The present plant of the Asbestos Corporation of America is

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in Brooklyn, N. Y. (Main Office in New York City at 90 West St.) and its President is Charles Saitta.

PATENTS

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

Composition of Matter. No. 2,254,301. Granted on September 2, 1941, to Franklin A. McCann of Pasadena, Calif., assignor to Pacific Clay Products Co., Los Angeles, Calif. Application May 17, 1940. Serial No. 335,791.

A composition of matter comprising particles of non-fibrous actinolite and a binder.

Laminated Packing. No. 2,255,504. Granted on September 9, 1941, to Wertus G. Current, Palmyra, N. Y., assignor to Garlock Packing Co., Palmyra, N. Y. Application June 26, 1940. Serial No. 342,411. Description upon request.

Machinery Packing. No. 2,255,613. Granted on September 9, 1941, to Edward W. Fisher, Jr., and William H. Gudinas, Palmyra, N. Y. Assignors to Garlock Packing Co. Application June 6, 1940. Serial No. 339,123. Description upon request.

Plastic. No. 2,255,891. Granted on September 16, 1941, to Joseph N. Kuzmick, Passaic, N. J., and Lamar S. Hilton, Bloomfield, N. J. Assignors to Raybestos-Manhattan, Inc., Passaic, N. J. Original application April 28, 1936. Serial No. 76,756. Divided and this application February 2, 1938. Serial 188,318.

A plastic comprising a co-polymer of an incompletely polymerized chloroprene and a synthetic resin acting to controllably reduce the elongation or stretch of the chloroprene.

Machinery Packing. No. 2,256,343. Granted on September 16, 1941, to Cecil R. Hubbard, Palmyra, N. Y. Assignor to Garlock Packing Co., Palmyra, N. Y. Application April 26, 1940. Serial No. 331,696. Description upon request.

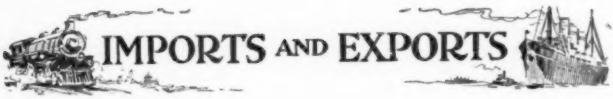
Molded Composition Friction Body. No. 2,256,646. Granted on September 23, 1941, to Joseph N. Kuzmick, Clifton, N. J. and Albert Whitelaw, Passaic, N. J. Assignors to Raybestos-Manhattan, Inc., Passaic. Application February 23, 1938. Serial No. 192,074.

A molded composition friction or tractive surface body such as a brake lining or clutch facing comprising fibres bonded with an organic bond and containing as a distinct component of the body mass widely separated discrete rubbery coarse particles dispersed thru the body mass, said discrete rubbery particles being insoluble in said bond, visibly distinct therein and consisting of a reaction polymerization product of an anacardic acid material.

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THE TWELVE TABLES FOR ESTIMATING various areas in connection with insulating materials, mentioned so many times in these pages continue to be helpful. Your estimators should each have a set. Cost is $1.00 a set; each set consisting of 6 pages in a folder (2 tables to a page). Order from "ASBESTOS".

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Imports into U. S. A.

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

	July 1940 Tons (2240 lbs.)	July 1941 Tons (2240 lbs.)
Unmanufactured Asbestos:		
Africa (Br. S.)	.....	1,150
Canada	15,719	29,129
Cyprus	900	.....
Italy	5	.....
United Kingdom	.....	1
	16,624	30,280
Value	*$679,854*	*$1,263,442*
Tabulations by Grades and Varieties:		
Crude (Crocidolite or Amosite) Br. S. S. Africa	.....	971
Crude (Chrysotile) Br. S. Africa	.....	179
Crude (Chrysotile) Canada	107	287
Crude (Crocidolite) Italy	5	.....
Crude (Crocidolite) United Kingdom	.....	1
Milled Fibre (Canada)	5,468	11,609
Lower Grades (Canada)	10,144	17,233
Lower Grades (Cyprus)	900	.....
	16,624	30,280

When type of asbestos is not specified Chrysotile is understood.

Manufactured Asbestos Goods:

	July 1940 Pounds	July 1941 Pounds
Canada (Pipe Covering)	8	.....
France (Packing)	6,131	.....
United Kingdom (Yarn)	.....	12,744
United Kingdom (Packing)	4,160	2,238
United Kingdom (W. Fabrics)	.....	628
	10,299	15,610
Value	*$3,884*	*$8,571*

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Exports of Raw Asbestos from South Africa.

The following figures are taken from the Quarterly Information Circular published by the Department of Mines, Union of South Africa, and covers the first half of 1941 with corresponding figures for the first half of 1940. Individual monthly figures from March to date have not yet reached us but will be published as soon as they arrive.

	Jan. to June 1940		Jan. to June 1941	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Amosite				
United Kingdom	2,525	£ 37,721	1,945	£ 29,881
U. S. A.	2,095	44,522	4,657	94,024
Australia	270	5,087	256	4,688
New Zealand	10	242	.....	.....
Spain	20	402	.....	.....
France	626	13,403	.....	.....
Japan	991	21,741	.....	.....
Italy	15	319	.....	.....
Canada	11	260	50	1,292
	6,563	£123,697	6,908	£129,885
Chrysotile				
United Kingdom	222	8,611	.....	.....
U. S. A.	.....	.....	62	4,515
Australia	36	538	243	4,878
Sts. Settlements	.....	.....	25	592
Dutch E. Indies	.....	.....	50	1,973
	258	£ 9,149	380	£ 11,958
Transvaal Blue				
United Kingdom	874	£ 19,235	250	£ 6,477
U. S. A.	49	1,000	74	2,662
France	223	6,395	.....	.....
Japan	83	2,190	.....	.....
Portugal	39	1,072	.....	.....
Spain	10	268	.....	.....
	1,278	£ 30,160	324	£ 9,139
Cape Blue				
United Kingdom	1,401	36,132	270	7,527
U. S. A.	491	13,102	1,729	52,195
France	340	9,782	.....	.....
Japan	38	3,426	.....	.....
Italy	75	3,357	.....	.....
Holland	48	1,375	.....	.....
	2,393	£ 67,174	1,999	£ 59,722

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China.[1]

Estimated production of Asbestos in 1940 is 100 metric tons or 110 short tons.

Imports of raw asbestos by China in 1940 was 39 metric tons (44 short tons) 38 of which came from Japan and 1 from the United Kingdom. Fifty metric tons were imported in 1939.

[1] From Oct. 1941 issue of Foreign Minerals Quarterly published by U. S. Bureau of Mines.

—:—

Union of South Africa.

The following figures covering the second quarter of the year, have been taken from the Quarterly Information Circular issued by the Department of Mines, Union of South Africa. Individual monthly figures which are received thru another source, have not yet reached us for May and June; the April tabulation was published in our October number. Monthly figures will be published when received.

	April, May, June 1940	April, May, June 1941
Transvaal		
Amosite	4,578	4,382
Blue	848	214
Chrysotile	134	388
Cape		
Blue	1,607	1,691
	7,167	6,675

AUTOMOBILE PRODUCTION

Automotive production for September 1941 amounted to 248,751 vehicles, 234,255 of which were produced in the U. S. A. and 14,496 in Canada.

This compares with 284,583 in September 1940 and 164,792 in August 1941.

For the nine months ended September 30, 1941, 4,031,191 cars were produced, (3,821,978 in the United States and 209,213 in Canada.) This compares with a total of 3,160,060 during the same period in 1940.

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The wisest man is generally he who thinks himself the least so.

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CURRENT RANGE OF PRICE

As of November 10, 1941

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 Fibres	$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).

		October 1941		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	28	29½	28½
Asbestos Corp. (Com.)	np	17½	19	17½
Celotex (Com.)	np	7½	9	7⅞
Celotex (Pfd.)	100	67¼	75	68
Certainteed (Com.)	1	2⅞	3⅜	3¼
Certainteed (Pfd.)	100	26	32⅞	32¾
Flintkote (Com.)	np	11⅞	13⅜	12
Johns-Manville (Com.)	np	57	69	57½
Johns-Manville (Pfd.)	100	120	127½	122½
Raybestos-Manhattan (Com.)	np	17⅛	18⅜	18¼
Ruberoid (Com.)	np	17	19½	18⅜
Thermoid (Com.)	1	4⅛	4⅞	4¾
Thermoid (Pfd.)	10	35	37½	37½
U. S. Gypsum (Com.)	20	50¼	59⅞	48⅛
U. S. Gypsum (Pfd.)	100	174	177½	177½

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September 19, 1941 marked the 100th anniversary of the founding of the John A. Roebling Sons Co. business —the manufacture of wire rope.

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Form 3526.—Ed. 1938

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933

Of "ASBESTOS" (Insert title of publication.) published monthly (State frequency of issue.)

at Philadelphia, Pa. (Name of post office and State where publication is entered.) for October 1941

State of Pennsylvania, County of Philadelphia, ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. S. Rossiter, who, having been duly sworn according to law, deposes and says that he is the Editor (State whether editor, publisher, business manager, or owner.) of the magazine "ASBESTOS" (Insert title of publication.) and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

	Name of—	Post office address—
Publisher	Secretarial Service	16th Floor, Inquirer Bldg.,
Editor	A. S. Rossiter	Blue Bell, Pa.
Managing Editor	A. S. Rossiter	Blue Bell, Pa.
Business Manager	A. S. Rossiter	Blue Bell, Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

C. J. Stover	130 Summit Ave., Jenkintown, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

NONE	

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is ____ (This information is required from daily publications only.)

A. S. Rossiter
(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 20th day of September, 1941.

[SEAL.]

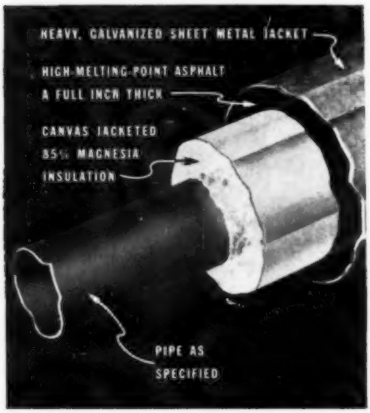
(My commission expires Jan. 27, 1945)

Note.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of this statement in the second issue printed next after its filing.

POSTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

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Sectional view of Durant Insulated Pipe, showing construction features. Pipe, insulation and protection are factory-fabricated into units.



EHRET'S D.I.P.

. . . SETS STANDARDS FOR UNDERGROUND INSULATED PIPING

Ehret's Durant Insulated Pipe combines the high insulating efficiency of 85% Magnesia and the time-defying characteristics of imperishable asphalt. Added to this advantage is factory-fabricated construction which makes field installation both rapid and economical.

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EHRET MAGNESIA MANUFACTURING COMPANY

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