ASBESTOS

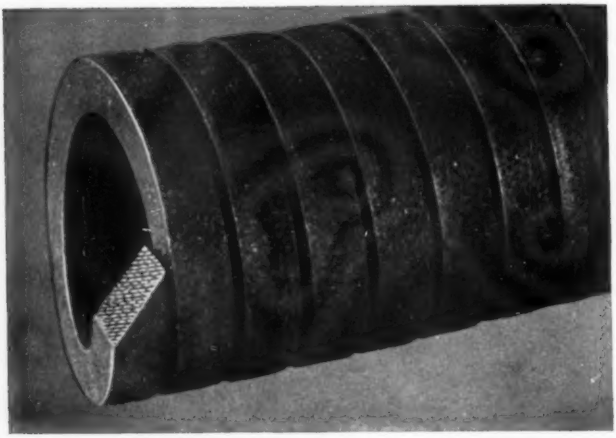
United We Stand



JUNE 1942

BUY U.S. WAR BONDS AND STAMPS

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EHRET'S VALLEY FORGE PACKINGS

Standardization by EHRET packing experts has produced a line of packings that has been held to a minimum number of items consistent with service, economy and good practice. Dealers and Distributors can materially reduce inventories and, at the same time, maintain stocks to cover a broad range of service requirements.

Details of the Ehret line of Valley Forge Packings are contained in a packing service manual. A copy will be sent to you on request.

EHRET MAGNESIA MANUFACTURING COMPANY

VALLEY FORGE • PENNSYLVANIA

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"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

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C. J. STOVER, *Proprietor*

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POTENTIAL RESOURCES OF U. S. A.

In our recent general reading of magazines, newspapers, government reports, advertisments, and the mass of other data which drifts across our desk day after day, we have noticed one especially significant fact—the great potential resources of our country.

So long as the U. S. A. could import anything under the sun which it did not have of its own, or of which it had only relatively small quantities, nobody *appeared* to bother with a great many materials or products which were available but which, for one reason or another, had not been exploited or used to any extent, if at all.

Some of these *were* known, and have been used to a limited extent but in the various emergencies which this country is forced to meet every day, their use, or their adaptability to new uses, has been tremendously increased.

You and I can name at random several well known examples—nylon, synthetic rubber, fiberglas, plastics. Five years ago the general public knew practically nothing of them, in fact many people had never heard of them—today we find them practically indispensable in ways of which we never dreamed.

Other newly developed products, or the substitution of them for old ones which cannot be produced in sufficient quantity to supply the needs of the war program, are not so well known, but undoubtedly will be common housewords—on everybody's tongue—within six months.

Undoubtedly there are many in the test tube stage; still others are as yet undiscovered, perhaps not even thought of, and will not be until a need exists for them.

Today we think of rubber tires as absolutely essential for motor vehicles of practically all kinds. Will we think the same a year from now? Already there are rumors of ideas for tires which contain only a small percentage of rubber, or none at all.

Great as are the natural resources of this country of ours, greater still are its potential, or "laboratory" resources. Given the actual need, an incentive to inventiveness, hundreds, perhaps thousands, of new materials will emerge from the laboratory.

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HELPS AND HINDRANCES IN TRANSPORTATION

Interesting was the editorial, by B. H. Rubenstein, General Traffic Manager of The Ruberoid Co., published in May "ASBESTOS". Mr. Rubenstein called attention to the impending difficulties in transportation.

The same subject was discussed recently by Joseph B. Eastman, Director of Defense Transportation in an address before shippers and representatives of all branches of transportation. Mr. Eastman asked for:

Quickest possible loading and unloading of cars;

Loading, especially of box cars, to the utmost capacity;

All possible movement of coal and other commodities before the fall traffic peak.

In the discussion that followed it was suggested that experienced industrial traffic managers are better qualified than anyone else to route freight by the best service routes.

Another suggestion was that the trucking industry could bear a larger share in the transportation emergency but that its efficiency was impaired, and its speed often hindered by various state restrictions on sizes and weights of highway vehicles. Which reminds us of a story we recently read in NEWSWEEK. It appears that a truck carrying asbestos-cement pipe across a state boundary in the middle west, had a slightly overlong trailer, necessitated by the length of the pipe. The drivers of the truck were arrested and held overnight, causing delay, altho the pipe was on its way to a naval ammunition depot. The end of the story was not told—we presume that after a lot of people had been consulted, and a lot of red tape cut, the truck was allowed to go on its way.

But despite obstacles such as these the whole transportation system, whether railroad, truck or whatnot, within the next year will perform miracles—watch and see!

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LOOKING AHEAD WITH ASBESTOS

This is the title of an advertisement which Keasbey & Mattison Company is using in the June 17 issue of Water Works Engineering to advertise its Asbestos-Cement Pipe; the ad, in our opinion, is particularly well done.

The first paragraph reads: "In the Waterworks Engineering of tomorrow 'tuberculation' will be an almost forgotten word."

The illustration follows up this statement and gives it real punch by showing a young engineer saying to an older one—"Tuberculation? Never heard of it."

The advertisement forcefully points out a fact that will become increasingly apparent during the next few years—many annoyances, obstacles, hindrances, will be obsolete "tomorrow" because of the inventions of today, and asbestos will carry its share.

—:—

NOTE: Since the editorial "Helps and Hindrances in Transportation" (page 3) was written, the governors of the 48 states have gotten together and agreed upon certain standards.

THE COVER

The patriotic style of our cover this month is the result of a movement joined in by the majority of magazines—trade, technical, fiction, etc.—thruout the United States, the idea of which is to feature the American flag on the cover of the issue current on July 4th.

Articles and News notes of a patriotic nature also are features of this patriotic issue, and in it our readers are reminded to

BUY U. S. WAR BONDS AND STAMPS.

—:—

The oldest bridge in Minneapolis—a 70-year-old landmark—is going to war. The city has given it to the U. S. for its salvage value and its 450 tons of wrought iron will be processed into steel for military equipment.

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Carey HEAT INSULATIONS



Careycel—For temperatures up to 300° F.

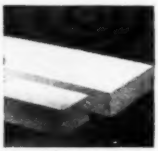
ASBESTOS · MAGNESIA

The CAREY Line includes high efficiency insulating materials of Asbestos and Magnesia for every known service condition—for temperatures ranging from

SUB-ZERO to 2500° F.



85% Magnesia—For High & Med. Pressure.



Hi-Temp Blocks—For Furnaces, Ovens, Kilns, etc.

In addition to the insulations shown, Carey makes other Asbestos Specialties — as Plastic and dry Refractory Cements, Asbestos Paper, Asbestos Millboard, Asbestos Packings, Asbestos Cements, Flat and Corrugated Sheathing, Careystone Asbestos-Cement Shingles and Siding, Asbestos Fibre.

Wholesalers and Applicators of Insulation Materials—write for details and prices.



Combination Hi-Temp—85% Magnesia.



Hair Felt Insulation For sub-zero.

CAREYDUCT—

the all-asbestos duct for conveying conditioned air. Combines duct and insulation. Fireproof, sound-deadening, permanent, economical, easily erected.



Cut-out view of CAREYDUCT—assembled sections showing staggered joint construction and taped outer jacket. Smooth appearance.

THE PHILIP CAREY MFG. COMPANY • Lockland, Cincinnati, Ohio

Dependable Products Since 1873

IN CANADA: THE PHILIP CAREY COMPANY LTD. Office and Factory: LENNOXVILLE, P. Q.

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CHEMICAL TREATMENT OF LUMBER

Asbestos Equalizes Temperature

Posts, piling, and various types of industrial lumbers are chemically treated to retard decay, to harden and metallize the wood, and to otherwise increase its durability. The process, as practiced under modern yard conditions, is to force pre-heated chemicals into the wood by air pressure, thru the network of veins and capillaries which normally conveyed sap to the living tree. This, in lumberyard parlance, is termed "the enbalming process" and while chemical action takes place almost entirely within the wood structure, materials made of asbestos are very important to the procedure.

More than a dozen different chemicals are utilized in the treating of timber; the induction generally being a mixture of several chemicals having an arsenic or a creosote base, and the necessary treating equipment consists of a series of copper vats, (1 to 5 barrels capacity) with heating units attached underneath, a portable air compressor with hose, and a structural V-shaped rack for holding the logs. The process starts with the rough log, as soon as possible after it has been taken from the stump. The outside bark is carefully peeled off, and the log placed in an horizontal position on the rack and parallel to others which may be given treatment at the same time. Beginning one foot from the butt-end, each log having a diameter of four inches or less, is wrapped its entire length with asbestos insulation of the aircell block type. Logs having diameters in excess of four inches are wrapped in the same manner with 85% Magnesia pipe and boiler covering material. All wrappers are held snugly to the log surface by means of hoops or chains. After being racked and covered, an elastic cap, somewhat resembling a wash-tub, is drawn over the exposed butt-end of the log, and a hose connects the cap to a tank or vat containing the required chemical solution. The heating unit is started and air forced into the vat from the compressor puts the process into action.

Chemical solutions are inducted into the butt-end of the log at a pressure of 8 to 10 pounds, and at temperatures of 200 to 212 degrees F. It is necessary to hold the

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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.

For complete information on J-M Asbestos Products write to any J-M office or distributor.

Johns-Manville

EXECUTIVE OFFICES: NEW YORK

Branches in All Large Cities

JM
PRODUCTS

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solution as nearly as possible at the same temperature in its course thru the entire length of a log, and since heat travels faster thru the wood structure than the chemicals, the purpose of the insulation is to equalize the temperature and to make it more uniform in its passage over the capillary network. As chemicals gradually fill the capillaries, tree-sap is forced out the top end of the log. This sap has commercial value and is a source of certain synthetic materials, so it is collected in stained-glass vessels. In the top of each vessel or jar is a series of one to three strainers or filters, made of finely-woven asbestos yarn and thread. These filters are reinforced for greater strength with interwoven copper wires, and the preference for asbestos over other kinds of cloth for the purpose is because it is not affected by the starch-and-acid content of the sap, and because it can be frequently heat-cleaned to prevent accumulation and growth of bacteria. Sap collection on a log continues over a period of days, since chemicals under pressure travel at an average rate of ten feet of log-length per each day of treatment.

The majority of the chemically treated logs are made into posts and pilings for the support of bridges, ares, and various types of buildings. As further protection against weather-wear and the attacks of insects such as termites, etc., the outside surface is painted with coal tar, into which has been stirred a quantity of short fibre asbestos. Chemically treated wood takes and retains this paint remarkably well. Other treated logs are sawn into planking and boards which go thru a short seasoning process in a kiln or drying room, the walls and ceiling of which are lined with asbestos insulation board. Here the purpose is to conserve heat and to prevent sweat which hinders proper seasoning. Some of the fine-grained logs are sawed into veneer wood and panel wood, the boards being ¼ to ½ inch in thickness. After being varnished or stained, these boards are often ricked into stacks, one layer of boards being separated from another by sheets of heavy grade asbestos building paper. The paper is sprinkled liberally with nicotine sulphate or some similar agent obnoxious to insects.

The breaking strength of wood is increased 20% by chemical treatment, thus making it suitable for many more industrial needs.

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Ruberoid Asbestos Paper has everything! Wet strength, accurate caliper, color and finish. The color is a soft natural blue-white. The finish is smooth on one side—rough textured for adhesion on the other side. Ideal for protecting air conditioning ducts, wood partitions, lining stoves, ovens and gas ranges.

RU-BER-OID
ASBESTOS PAPERS

The RUBEROID Co., *Executive Offices:*
500 FIFTH AVENUE • NEW YORK, N. Y.

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ORDER M-63 AMENDED

General Imports Order M-63 has been amended as of June 2nd, effective July 2nd.

The purpose of the order is to take advantage of available shipping space by requiring that commodities be imported in the order of their importance. This is accomplished by attaching to the order Lists I, II and III and setting up rules for the importation of the commodities on each list. Asbestos (originating in Rhodesia or Union of South Africa) is on List II. (Note that other varieties are not included or mentioned.)

No person, except Government agencies, may import, purchase for import or contract for importation of any material on this list except by special authorization of the Director of Industry Operations. Applications for this permission must be made on Form PD-222-C. Imports may continue to be made under existing contracts, but all such contracts must be reported immediately to the War Production Board.

Reports of imports must be made on Form PD-222-B by all persons, including Government agencies, to Collectors of Customs before the materials are entered for consumption, for warehouse, or withdrawn from warehouse. With the exception of this provision regarding Government agencies, this method of handling imports is substantially the same as that now in force.

After legal importation has been made, commodities on List II may be sold, processed or consumed without restriction, insofar as M-63 is concerned.

Copy of the complete Amendment Order will be supplied by "ASBESTOS" upon request.



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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Manufacturers of a complete line of asbestos products including:

ASBESTOS-CEMENT SHINGLES	ASBESTOS-CEMENT SIDING
ASBESTOS-CEMENT WALLBOARDS	ASBESTOS MARINE INSULATIONS
ASBESTOS ELECTRICAL MATERIALS	ASBESTOS-CEMENT PIPE
ASBESTOS AND MAGNESIA PIPE AND BLOCK INSULATION	ASBESTOS PAPER & MILLBOARD
	ASBESTOS TEXTILES
ASBESTOS PACKINGS	ASBESTOS LUMBER
ASBESTOS CORRUGATED	ASBESTOS ACOUSTICAL MATERIAL

Today, all of these K&M products are playing an important role in the War Program; contributing in many different ways to its ultimate success. For the duration, the Nation will continue to have first call on all K&M plants and employees.

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

KEASBEY & MATTISON COMPANY, AMBLER, PENNA.

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A SERVICE TALE

Asbestos Cement Pipe[1] Withstands Four Years of Salt Marsh

Readers may remember that 62,000 feet of Asbestos Cement Pipe were used at the New York World's Fair—The World of Tomorrow.

Originally the site of the Fair was 1200 acres of salt marsh; it was filled in—with cinders mostly—the Fair was held, and today the site is a beautiful park — Flushing Meadow Park.

A few months ago the New York City Department of Water Supply, Gas and Electricity, which approved the original specifications, decided to find out how the pipe was holding up under the severe corrosive conditions in this cinder-filled, salt marsh where most of it has been under pressure for four years. So various officials of the department, together with William F. Laase, Engineer of the Borough of Queens; William H. Latham, Park Engineer, and C. G. Dandrow, J-M District Manager, made a tour of the park, and examined the pipe at various points.

In comment, the J-M Power Specialist says: "The first excavation uncovered a short section of 8" pipe with a Simplex Coupling in the center, a connecting valve at one end and a cast-iron fitting at the other end. From external inspection the pipe was in excellent shape. The valve was shut off and the coupling sawed thru to inspect its interior and the rubber rings. Both came off with a clean bill of health.

"At the next location, a discontinued hydrant branch, the pipe was cut thru to inspect its interior. The inner wall, after the removal of a small amount of dirt that entered during the cutting, felt just as smooth as new pipe."

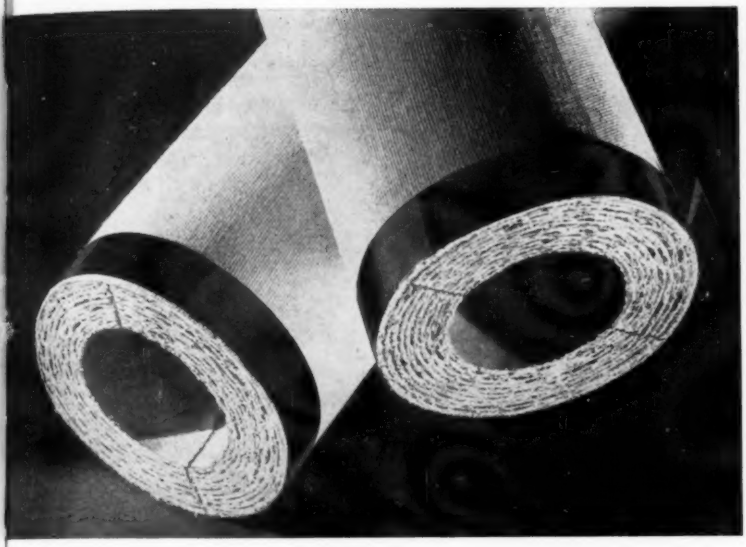
Considering the unstable and highly corrosive character of the soil, the installation is considered to have performed in a highly satisfactory manner.

[1]J-M Manufacture (Transite).

—:—

Steel used in the ten million razors made annually would make more than thirty million cartridges.

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Nordent Asbestos Insulation

MANUFACTURED BY

NORRISTOWN MAGNESIA & ASBESTOS COMPANY

NORRISTOWN, PENNA.

Literature furnished on request

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CANADA'S ASBESTOS GOODS

The Canadian Asbestos Industry in 1940

"The Asbestos Industry in Canada," published annually by the Canadian Department of Trade and Commerce, at Ottawa, has been received for 1940 and covers very thoroly statistics on both the Mining and Manufacturing divisions of the Asbestos Industry, various tables showing imports, exports, sales, capital employed, etc.

Some of these figures are given below.

Production (mine sales) of asbestos in Canada during 1940 was slightly lower in both quantity and value as compared with the output of 364,472 short tons valued at $15,859,212 in 1939. The value of sales in 1939 was the highest ever recorded and the tonnage shipped was surpassed only by that of 1937.

Reserves of milling grade asbestos rock have been reported as sufficient for many years of commercial fibre production. Production of asbestos in Canada from 1880 to 1939, inclusive, totalled 6,930,368 short tons valued at $255,017,509.

The number of Canadian asbestos companies in the *mining* division of the industry totalled 8; capital employed in the industry amounted to $19,799,280; employes numbered 3,886 against 3,784 in 1939 and salaries and wages distributed aggregated $4,728,702, compared with $4,347,064 in 1939.

The following table shows number of plants, capital employed, etc., in the Canadian Asbestos *Products* Industry in 1940:

Number of plants	13
Capital employed	2,317,225
Average number of employes	476
Salaries and wages	591,982
Cost of fuel and electricity at works	126,352
Cost of materials at works	1,150,499
Gross selling value products at works	2,556,278

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The Asbestos Products manufactured in Canada in 1940 were as follows:

	Unit	Quantity	Cost at Works
Asbestos brake linings—Moulded	ft.	3,383,085	$735,305
Other	ft.	1,190,153	148,606
Asbestos boiler and pipe covering	ft.	2,671,445	250,701
Asbestos clutch facings	no.	611,529	166,406
Asbestos gaskets	lb.	43,087	23,904
Asbestos packings of all kinds	lb.	422,118	160,484
All other products[1]			1,070,872
Total			$2,556,278

The value of Asbestos Brake Linings produced in Canada in 1940 was $883,911; compared with $639,884 in 1939.

Asbestos Pipe and Boiler Coverings produced in Canada during 1940 was $250,701, compared with $156,878 in 1939.

Asbestos Packings produced in Canada in 1940 were valued at $160,484, compared with $112,649 in 1939.

Copy of the pamphlet may be obtained at a price of 25c from the Department of Trade and Commerce, Ottawa, Canada.

[1]Includes products made by 1 or 2 firms, such as asbestos dryer felt, hydraulic brake hose, asbestos shingles, yarn, packings of rubber, duck and flax, asbestos paper, cloth, etc.

A. S. T. M. ANNUAL MEETING

The 45th annual meeting of the American Society for Testing Materials, to be held from June 22nd to 26th, inclusive, at Atlantic City, will hold 18 sessions. The Committee reports are particularly important this year because in November the Society will publish the 1942 edition of its triennially issued Book of Standards. A large number of new specifications and tests will therefore be presented at the meeting for approval. In the July issue of "ASBESTOS" we hope to cover thoroly the highlights of such reports which are of interest to our readers, and give a resume of any changes made in specifications, test methods, or standards for asbestos textiles or thermal insulating materials.

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SOVIET ASBESTOS

1942 Output of Asbestos Mine at Bazhenovo to reach 220,000 tons

Foreign Commerce Weekly (May 23rd issue) published by the U. S. Department of Commerce, contains a very interesting article, by Ernest C. Ropes of the Department, on "Soviet Industries in the Urals."

Mr. Ropes devotes almost a column to the subject of Asbestos, as one of the great natural resources in the Soviet. He says:

"Russia before the Revolution was the second largest producer in the world of asbestos, with 25,000 metric tons[1] in 1913, next only to Canada, which produced 124,000 tons. By 1937, however, it had been passed by Southern Rhodesia and equaled by the Union of South Africa.

"In quality Russian asbestos runs to lower grades; in 1926-27 more than 41% of the total of 21,058 tons reported was of the two lowest grades, and only 30% of the three highest.

"Practically all asbestos is produced in the Ural district, where both mines and mills are located. The largest deposits are near Sverdlovsk and Krasnouralsk; another promising deposit lies near Molotov (Perm).

"In the past 25 years development of mines and expansion of production have progressed rapidly; output of all grades in 1935 reached 95,500 metric tons. Most of the product mined is low-grade, suitable only for cement tiles, roofing and other building materials; in 1938 some 86,000 tons were used for these purposes. Until recent years, considerable quantities of Ural asbestos were exported, but for the past three years domestic requirements have absorbed practically all production.

"Under the third Five-Year Plan, the expansion of the asbestos mine at Bazhenovo to a capacity of 220,000 tons of selected fibre, excluding waste and powder, was contemplated. Reserves here (at the Bazhenovo mine) are estimated at 18,000,000 tons of fibre. With improvements scheduled in intraplant transport and concentration, it was expected to reach the output planned by 1942."

[1]A metric ton is equal to 1,102.31 short tons.

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ASBESTOS

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC CANADA

REPRESENTATIVES:

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U. S. A.:

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NEW YORK, N. Y.: ..... WHITTAKER, CLARK & DANIELS, INC.
260 West Broadway

SAN FRANCISCO, CAL.: ... L. H. BUTCHER CO.,
15th and Vermont Sts.

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110 McGill St.

TORONTO, ONT.: ..... CANADIAN ASBESTOS ONTARIO LTD.
14 Front St.

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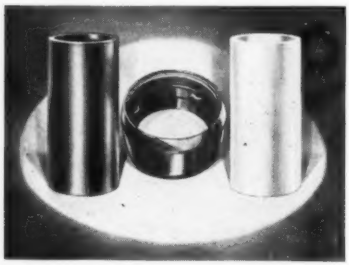
NEW ASBESTOS CEMENT PIPE

Comes in Two Distinct Types

A new kind of Asbestos-Cement Pipe has been introduced by the United States Stoneware Company of Akron, Ohio, under the name of "Roxite."

We understand this piping is made of asbestos fibre and cement by a patented high-pressure extrusion and de-airing process, and the resultant product is said to have a high density and great strength.

Standard Roxite Pipe is specially designed, we are told, for the handling of *mildly* corrosive solutions and for transporting processing water which must be kept free of metallic contamination. The corrosion resistance also



Pipe on the left is resin-coated. That on the right is standard uncoated "Roxite". Center object is a "Flexlock" coupling.

makes it useful for handling fumes and gases in ventilating ducts and stacks.

Roxite Pipe is also available with an impregnated or synthetic coating which offers adequate protection for many types of *highly* corrosive conditions.

Both types are satisfactory for working pressures up to 150 lbs. per square inch.

Further information will be supplied by the United States Stoneware Company at Akron, or its New York Sales Office at 60 E. 42nd Street, New York City.

—:—

BUY WAR SAVINGS BONDS AND STAMPS

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JOHNSON'S COMPANY

ESTABLISHED IN 1875

Head Office

Thetford Mines, P. Q., Canada

Mines

Thetford Mines, Quebec
Black Lake, Quebec

Producers of All Grades of

RAW ASBESTOS

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GREAT BRITAIN	A. A. BRAZIER & CO. 203 Winchmore Hill Road, London, N. 21, England
CHICAGO, ILL.	GRANT WILSON, INC. 4101 West Taylor Street
NEW YORK, N. Y.	CONNELL ASBESTOS MFG. CO. 165 Clymer Street Brooklyn, N. Y.
SAN FRANCISCO, CALIF.	LIPPINCOTT CO., INC. 461 Market Street

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FROM YELLAMALAI HILLS F

India Sends Raw Asbestos to h the

Beset by ruthless enemies at her borders, and grave domestic problems within, India still supplies the fine Raw Asbestos which is vital to the needs of war and industry.

Picking their way over primitive roads and through rushing streams, surefooted bullocks bring this precious mineral in ox-carts on creaking wheels at a top speed of two miles an hour from the Yellamalai Hills to the nearest railhead.

TRADE M[illegible]GISTERED

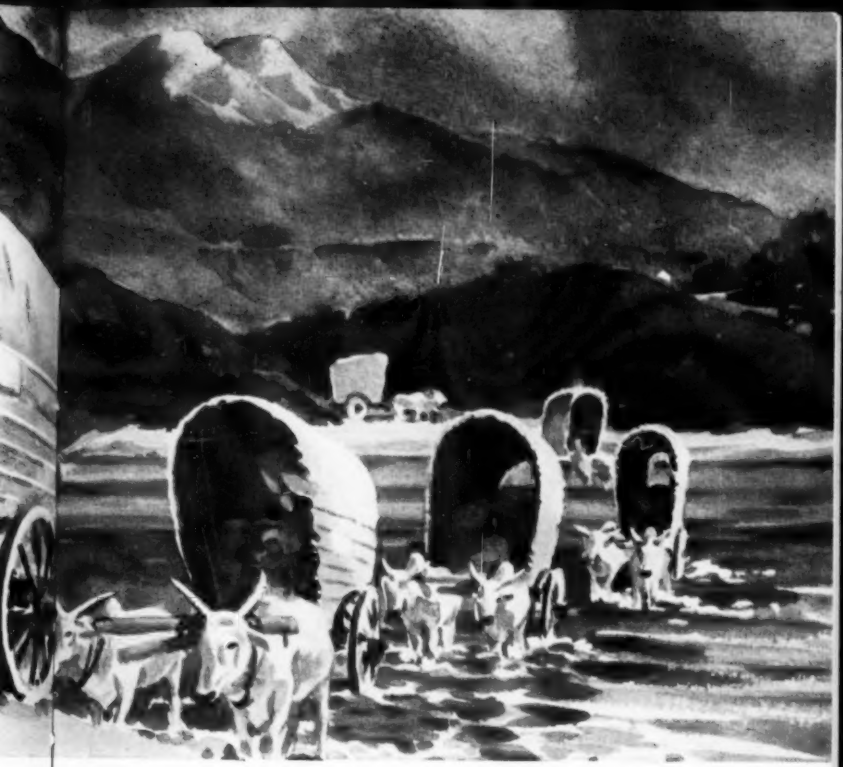
ASBESTOS MIT

8 WEST 40th STREET, NEW YORK, N. Y. . . . 27 SIMMONDS ST., JOHNESB

EVERY TYPE OF RAW ASBESTOS CARRIED IN STOCK: ARIZONA • AUSTRALIAN • BOLIVIAN • CANA[illegible] CHIN

Manufacturers of *Cyprus Asbestos Siding* . . . Creators and exclusive manufurer

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LS OF INDIA TO NEW JERSEY

to b the world fight for freedom

Then, on to the sea . . . and on again through war-infested waters . . . to the plant of Asbestos Limited Inc. in Millington, N. J.

★ ★ ★ ★ ★

For more than twenty-five years Asbestos Limited Inc. has been the only company in the United States to maintain ample supplies of raw Asbestos from every known source.

TRADE MARK REGISTERED

OS MITED INC.

, JOHNESBURG, SOUTH AFRICA . . . WORKS: MILLINGTON, NEW JERSEY

• CANADIAN • CHINESE • CYPRUS • INDIAN • RHODESIAN • RUSSIAN • SOUTH AFRICAN BLUE AND YELLOW

manufacturers of *New Era Insulation*, lightest rigid insulation for all temperatures

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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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ORGANIZE YOUR TIME FOR WAR!

A Lesson in Selling

By John T. Bartlett

Jim Nelson is a salesman who, two months ago, was told that he must take over additional territory which would double the number of customers and prospects he must call on. For several days, Jim had a bad case of jitters. He slept very little, and when he did, would be awakened by some horrible nightmare. One nightmarish scene, repeated over and over, was a wild race, in which angry customers pursued him.

Finally, he went to the Old Man, and confessed his doubt. "I don't see how I can possibly handle that territory, Mr. Bosworth!" he protested. "I felt the same way when the first World War scattered our sales and office forces. But really the trick isn't the difficult thing it seems. You see—your first step is to discard your habits and routine of the past. Then, with new rules, you map out the routine you will follow."

The Old Man became specific. He observed, "You have had a lot of customers whom you have babied. Every salesman has. You let them talk, talk, talk. He feels he has to, doesn't he—and in normal times, he really does have to, up to a certain point, at least.

"But war changes all that. The customer already has learned that he can't get normal service; he doesn't expect it. More than that, he will stand for measures on the part of the salesman to save the latter's time."

The Old Man summed up his advice, with this statement. "Your job is to *organize your time for war.* Forget old ways. To organize yourself that you can cover twice the ground in the same time—and do a job of service, too."

War conditions mean that the salesman should not devote more time to a call than he really needs for it. It means eliminating the social conversation, the swapping of stories and gossip. It means impressing on one's trade that time is limited, and must be conserved—so customers should co-operate. It implies that the telephone will be used to make appointments and in other ways—occasion-

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ally as a substitute for a personal call.

It means that a lot of casual, haphazard routing of calls must be supplanted by carefully planned effort. Planned calls by any salesman will make at least a 30 per cent saving in time.

I talked with Jim Nelson the other day. He was fresh and bright as a daisy. Swinging his big territory? You bet he is. He has become a better, far more efficient salesman. The war has drawn out of Nelson his real capabilities—it will do the same for other salesmen, given the chance.

"MAN IS A WEAVER"

This book, written by Elizabeth Chesley Baity, is the story of cloth and of the people who spun, wove and dyed it; who traded or fought for it; and who passed its secrets from father to son, from city to city and from old worlds to new worlds.

There is a brief paragraph[1] concerning asbestos cloth which reads:

> Asbestos is a fireproof fibre made by shredding asbestos rock. Fabrics made of asbestos have long been used for stage curtains, because they keep a backstage fire from spreading to the front of the theater. Asbestos suits for firemen and asbestos parts for furnaces and machines also help save many lives and much property each year. The chief quality of asbestos is that it is fireproof and waterproof; since it is not soft and does not take dyes, it does not make a very beautiful cloth.

Those of our readers who are interested in the manufacture of asbestos textiles and in the spinning and weaving art in general will find much enjoyment in this well told history of the weaving of various materials.

The book is obtainable from the publishers, The Viking Press, New York City, at a price of $2.50, or send orders to "ASBESTOS"—we shall be glad to procure a copy for you.

[1]Page 300.

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CONTRACTORS AND DISTRIBUTORS PAGE

Building

War construction contracts continued in large volume during the month of April, according to F. W. Dodge Corporation. The dollar total of building and engineering contracts awarded in April in the 37 eastern states amounted to $498,742,000. This was a 23 per cent increase over April 1941. While the April total was 18 per cent under the March figure, the drop is not considered to signify a trend, since April was the period of drastic curtailment of civilian construction, and at the same time a period of planning for large war construction projects to be started hereafter.

The April figures brought the contract total for the first four months of this year up to $1,859,944,000, compared with $1,462,156,000 in the first four months of 1941, an increase of 27 per cent. Non-residential building contracts increased 37 per cent; residential building contracts increased 20 per cent; and public works and utilities contracts increased 22 per cent. Included in the residential classification were 140,394 family dwelling units in new residential buildings, at a total contract cost of $528,242,000. The number of units increased 29 per cent over the first four months of 1941, while the dollar volume increased 7 per cent; this reflects a decrease in average unit costs, due to the elimination of nearly all types of new housing outside the war housing classification.

In addition to the large construction volume in the 37 eastern states, there has been a proportionate amount in the 11 western states, and a considerable, tho unannounced volume of work at various overseas sites.

"EXTRAS," an article by Abbe L. Miller, U. R. C. A. Counsel, in the May issue of the United Roofer (published at 168 E. 89th St., New York City) explains why it is so difficult to collect for extra work with only a verbal order from the owner. Contractors, insulation roofing and others, will find it helpful.

THE TWELVE ESTIMATING TABLES for estimating of various areas in insulation work provide shortcuts and are of great convenience to estimators. The tables help to eliminate errors also. $1.00 per set. Order from "ASBESTOS."

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MARKET CONDITIONS

GENERAL BUSINESS

The war effort is really getting into its stride—production is stepping up in many plants, some of them being as much as three or four months ahead of schedule. This is gratifying to everyone, and should be a source of pride to all of us.

There is little business outside of war production, which, however, penetrates so far into what might at first glance be regarded as purely peacetime activities that, combined with changes over from civilian to war materials, it keeps many small plants humming. Where the business cannot convert to war production, more and more difficulties are being encountered in the obtaining of materials, repair parts and other quite necessary items to its continuance.

ASBESTOS - RAW MATERIAL

In all the territory that Germany has conquered not a single ton of asbestos has been added to the stocks she has on hand, except the stocks on hand in the countries she has overrun. Her partner, Italy, was short of asbestos before the war started, because of lack of foreign exchange. Therefore it seems likely that the Axis countries will shortly be running out of asbestos, with none in sight unless Germany conquers Russia. As the Russian Mines are more than 1500 miles east of Moscow, it is doubtful that Germany would get any Russian asbestos, even if she should succeed in Russia.

If Germany is successful in conquering Cyprus on her drive Eastward, this would only give her short grades of asbestos, as Cyprus produces no long grades.

The United Nations, on the other hand, can obtain sufficient asbestos from Canada, South Africa, Rhodesia, Australia and even India. Imagine, however, how difficult it would be if this country were cut off from all sources of asbestos supply!

Asbestos plays a very important part in our war effort and as ample supplies are available to the United

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Nations, this important mineral should help toward our ultimate victory.

All prices are firm.

ASBESTOS—MANUFACTURED GOODS

Textiles. There is little change in the textile situation. Government requirements are increasing, particularly in the marine field. Prices are therefore very firm.

Brake Lining. April sales increased over the previous month as well as over the same month last year. Exports also increased over the same two periods.

Paper. Prices are firm; demand good. Government requirements have increased recently.

Millboard. Demand is fair, prices firm. Most of the millboard sold goes into ship work. The more shipping production schedules are stepped up, the more demand for this Asbestos product.

Insulation. High Pressure. War demand for all kinds of steam equipment is at an unprecedented rate. Prices are firm. Deliveries are being made in conformity with U. S. requirements.

Insulation. Low Pressure. Prices are stable in this market, and a slightly better demand is noticed, particularly in wool felt for cold water lines.

Asbestos-Cement Products. There is still a heavy demand for asbestos-cement products of all types, with backlogs of unfilled orders in most of them sufficient to take up production for several months ahead.

As is the case in practically all building material lines, the demand is primarily for Government work, private construction, including much of what is ordinarily termed maintenance and repair work, being drastically curtailed by Construction Conservation Order L-41 and, to some extent, by the restrictions on time payments.

The industry output of corrugated and flat sheets is breaking all past records in the all-out effort that is being made to meet Government demands.

The above comments have been made by executives closely in touch with the markets in the respective divisions of the Asbestos Industry. Comments and opinions are always welcome.

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THEY SAY!

One of the first textile fibres to be studied under the electron microscope was asbestos fibre.

—:—

Estimated output of asbestos in Brazil in 1941 is 800 metric tons. About 610 metric tons were produced in that country in 1940.

—:—

Since the War Production Drive began, in a single department in one of J-M's factories 22 acceptable proposals, or suggestions, were turned in by workers—22 ideas out of 44 proposals submitted.

—:—

A camouflage asbestos-cement siding is now on the market and is being used for military construction.

—:—

The U. S. G. Remodel Research House nears completion. Ask the U. S. Gypsum Co., 300 W. Adams St., Chicago, for its Progress Report No. 2, if interested.

—:—

In England a new refrigeration insulation is made from English peat. Its thermal efficiency is claimed to be fully equal to corkboard while it is lighter in weight.

—:—

A good manager is one who knows to whom to give the tools.

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NEWS OF THE INDUSTRY

BIRTHDAYS

W. H. Dunn, Secretary, Raybestos-Manhattan, Inc., Passaic, N. J., June 22.

C. A. Schell, Vice President, Thermoid Rubber Co., Trenton, N. J., June 22.

Chas. A. Klaus, Vice President, Thermoid Co., Trenton, N. J., June 24.

A. F. Moore, Manager, Asbestos Department, The Philip Carey Mfg. Co., Lockland, Cincinnati, Ohio, June 26.

A. H. Bennett, President, A. H. Bennett Co., Minneapolis, Minn., June 27.

Chester A. Middleton, Managing Director, Johns-Manville Corporation of Brazil, June 27.

H. A. King, Manager, Industrial Department, The Ruberoid Co., New York City, June 28.

L. B. Palmer-Ball, President, Palmer Asbestos Co., Louisville, Ky., June 29.

Frank R. Schueler, Vice President and Secretary, Asbestos, Asphalt & Insulation Mfg. Co., Chicago, Ill., June 30.

S. E. Breuleux, Assistant Secretary-Treasurer, Philip Carey Mfg. Co., Lockland, Cincinnati, Ohio, July 6.

Chas. S. Wood, President, Chas. S. Wood & Co., Newark, N. J., July 6.

A. M. Ehret, Jr., President, Ehret Magnesia Mfg. Co., Valley Forge, Pa., July 11.

H. W. Prentis, Jr., President, Armstrong Cork Co., Lancaster, Pa., July 11.

George Schafenacker, Treasurer, Asbestos Fibre Spinning Co., North Wales, Pa., July 14.

Thomas L. Gatke, President, Gatke Corporation, Chicago, Ill., July 16.

L. W. Noland, President, Noland Co., Newport News, Va., July 17.

Clifford F. Favrot, Executive Vice President, R. J. Dorn Co., New Orleans, La., July 18.

G. F. Bahrs, Treasurer, The Ruberoid Co., New York City, N. Y., July 18.

L. B. Page, Pittsburgh, Pa., July 18.

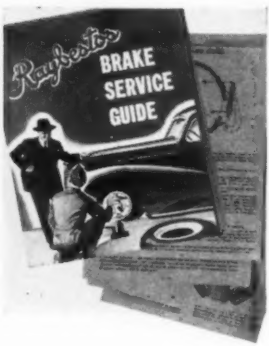
J. F. D. Rohrbach, Vice President, Raybestos-Manhattan, Inc., Bridgeport, Conn., July 18.

We extend to all these gentlemen congratulations on the occasion of their birthdays.

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RAYBESTOS BRAKE SERVICE GUIDE

The 4th edition of the widely used "Raybestos Brake Service Guide" has just been published by the Raybestos Division, Bridgeport, Conn.



The Guide gives mechanics, skilled and unskilled, all the answers, producing thoro and competent brake jobs, at a saving of time and trouble.

Included in this 1942 Guide are such features as detailed diagrams and adjustment and maintenance information for all passenger car, truck and bus brake and braking systems, basic fundamentals of brake service, etc. It is priced at 25c a copy but is supplied free to Raybestos dealers thru their distributors.

J-M EMPLOYEES CONGRATULATED

The War Production Drive launched recently by Johns-Manville Employees received an inspiring tribute on May 11th in the form of a congratulatory telegram direct from Donald M. Nelson, Chairman of the War Production Board. The telegram read:

To the Employees of the Johns-Manville Corp.:

The manner in which the men of Johns-Manville have launched their war production drives is most encouraging. Nearly all of your products are being used to help win the war. I know I can count on you to continue. (Sgd.) Donald M. Nelson.

CABIN-CRUISER PRESENTED TO COAST GUARD

The "Stephen-Joan," cabin cruiser owned by I. Cohen, of E. C. Carpenter Company, Inc., New York City, has been presented to the U. S. Coast Guard for the duration of the war. E. C. Carpenter Company is well known to the Asbestos and Insulation Industries as manufacturers of pipe covering bands.

The boat is equipped with radio and ship-to-shore telephone. Many of the leading figures of Industry have been guests of the owner during past fishing seasons.

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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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THE RUBEROID CO. SELLS WAR STAMPS

In cooperation with the efforts of other local community agencies to stimulate sales of war savings stamps in Somerset and Middlesex Counties, New Jersey, the Ruberoid Co. has leased the unused gatehouse at the end of the canal bridge between Bound Brook and South Bound Brook and remodeled it as a booth for the sale of stamps.



The old gatehouse was remodeled by the use of Ruberoid building products and will be operated without cost to the community by volunteers from among the company's employees.

The booth was opened in May with Miss Patricia Bingaman and Mrs. Charles A. Reinhold, both Ruberoid employees.

The stamp booth project is being sponsored by The Ruberoid Co. in addition to a voluntary payroll savings plan under which employees set aside a portion of their wages, regularly each week for the purchase of war savings bonds.

RUBEROID PLANT GETS MINUTE MAN FLAG



In impressive ceremonies on May 12, the 16th Street plant of The Ruberoid Co. at Erie, Pa., employing more than 300 persons in the manufacture of various forms of asbestos insulating products for industrial use, was awarded a Minute Man Flag, symbolizing 100% participation by employees in war bond buying.

The flag was presented by Frank Stewart, Treasury Department representative (to the right in the picture), to Lee Reynaud, president of the local union of the International Brotherhood of Papermakers Union.

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RAYBESTOS FOR HIGHWAY SAFETY



The partnership of the Police and Raybestos for highway safety, now entering its third year, is one of the most sustained campaigns of its kind ever promoted in the automotive field.

The "Cop" is the figure used by Raybestos in this nationwide campaign of Safety Posters placed thruout the country with the cooperation of Police Department and Safety groups.

—:—

ASBESTOS CORPORATION LIMITED on May 19 announced a 5 cent increase to 20 cents a share in the regular monthly dividend, and a 5 cent decrease to 10 cents a share in the usual quarterly bonus, leaving a total quarterly disbursement unchanged at 30 cents a share, when compared with recent payments. Both dividends are payable June 30 to shareholders of record June 15. Previously the company was paying at the quarterly rate of 15 cents a share plus a bonus of 15 cents a share.

The total payment does not differ from the quarterly amount which the company has been distributing for the past two years and more, but previous declarations were divided on the basis of 15 cents "regular" and 15 cents "extra."

Queried on the change in the form of the declaration, R. W. Steele, President, stated that it had no special significance. Directors felt the time had arrived for a larger portion of the declaration to be designated as a "regular" dividend, and consequently they voted 20 cents as the "regular" dividend and 10 cents as the "bonus."

As to the company's operations, Mr. Steele said no change had ooccurred since the recent annual meeting.

LT. COL. J. G. ROSS, General Manager of Asbestos Corporation Limited, has recently been appointed Director of Canadian Foreign Investments Corporation, Limited, Montreal.

Colonel Ross is also Vice President and Director of Wartime Metals, Limited, a Government-owned company.

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THE REYNOLDS FALLS ASBESTOS MINES in the Sierra Ancha Mountains are being developed under the direction of Arthur Enders, of Globe, Ariz. The property comprises 25 claims, and is owned by J. E. B. Wells, of Tulsa, Okla., and W. H. Hazlett, of Independence, Kans., who are planning an expansion program. Six men are employed at present. — Mining Journal, Phoenix, Ariz., May 15.

"THE HILL OF FORTUNE" is the title of an interesting write-up in the May issue of the American Roofer (published at 425 4th Ave., New York) and concerns the discovery of asbestos on Charlie Webb's farm near Danville, Quebec. That deposit today is the site of Johns-Manville's huge pit.

THE ACE ASBESTOS MFG. CO., of Brooklyn, N. Y., announces that it has purchased the plant of the Clyde Asbestos Mfg. Co., of Brooklyn, and is now engaged in the manufacture of Asbestos Pipe Covering of all types, aircell board, etc. It now has a complete line of all asbestos and insulating materials to offer to the trade.

THE MANHATTAN RUBBER MFG. DIVISION of Raybestos-Manhattan, Inc., has issued two useful wall cards on the proper care of hose and a third concerning rubber belts—this in the interest of rubber conservation.

THE HOME INSULATION COMPANY, of Hartford, Conn., on May 26 moved to its new offices and salesrooms at 198 Farmington Avenue. The Company was formerly located at 479 Windsor Street.

THE RUBEROID CO. Directors on May 26th declared a dividend of 30c per share on the capital stock of the corporation, payable June 26, 1942, to stockholders of record on June 10, 1942.

PENN SUPPLY & METAL CORPORATION announces that on May 15, 1942, Harry H. Heckroth became associated with them as Vice President, with headquarters in their General Offices at Philadelphia.

Mr. Heckroth was formerly with the Barber Asphalt Corporation, and previous to that was Sales Manager and a Director of Keasbey & Mattison Company. He has been closely identified with the Asbestos Industry for a number of years, and has an extensive acquaintance among the asbestos trade.

"MACHINES FOR TESTING RECIPROCATING PACKINGS," by F. C. Thorn, Chief Chemist, The Garlock Packing Co., Palmyra, N. Y., appears in the May, 1942, issue of the A. S. T. M. Bulletin. The paper was originally presented at a meeting of Committee D-11 (ASTM) held in Cleveland, Ohio, on March 4, 1942. Copies of the Bulletin may be obtained at A. S. T. M. Headquarters at 260 S. Broad St., Philadelphia, at a price of 25c.

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HARVEY D. BURGSTRESSER, son of A. K. Burgstresser, of the Norristown Magnesia & Asbestos Co., is serving in the Artillery Division of the U. S. Army, and we understand has recently sailed overseas. Previous to his induction into the Army, Mr. Burgstresser was connected with the Norristown Magnesia & Asbestos Co. in a selling capacity.

LT. COL. G. W. SMITH, of Thetford, Mines, a veteran of the first World War, and former director and manager of the Bell Asbestos Mines, is in command of an Engineering Unit composed mostly of asbestos miners from the Thetford District. The Unit was included in a contingent of reinforcements for the Canadian Army Overseas and is reported to have arrived safely at its destination.

ASBESTOS LIMITED INC., tells us that the double spread advertisements which they have been using in "ASBESTOS" have been so well received by our readers that the company has decided to run the entire series in "Fortune" beginning with the June issue.

PATENTS

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

Stonelike Units. No. 2,280,488. Granted on April 21, 1942, to Edward M. Jenkins, Scarsdale, N. Y., and Ernest Wayne Rembert, Plainfield, N. J., assignors to Johns-Manville Corporation, New York City. Application February 20, 1939. Serial No. 257,402.

Method of making a stonelike unit of mottled appearance, comprising forming a plurality of pastelike, similar but differently colored, substantially homogeneous compositions, each including a hydraulic cementitious material and reinforcing fibres distributed therethru, mixing the compositions imperfectly and subjecting said mixture to strong compression and densification in a filtering mold to cause water to flow in substantial volume thruout said mixture and finally therefrom whereby said compositions are welded into a substantially homogeneous body and then hardening the cementitious material.

Apparatus for Use in Insulating Structures. No. 2,280,460. Granted on April 21, 1942, to Paul A. Voigt, Bellerose Manor, and Johan E. Johansen, Brooklyn, N. Y., assignor to Johns-Manville Corporation, New York City. Application April 3, 1940. Serial No. 327,676. Description upon request.

Opening and Cleansing of Asbestos Fibrous Material. No. 2,280,902. Granted on April 28, 1942, to Wilfred James Ellison, Norden, Rochdale, England, assignor to Turner & Newall, Limited, Spotland, Rochdale, England, a British company. Application January 23, 1940. Serial No. 315,191. In

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Great Britain November 14, 1939.

In the opening of fibrous asbestos material, the steps which comprise providing the material in tufts of a size adapted to be air-borne, conveying at high velocity in air a stream of said detached tufts of asbestos material and striking said tufts by an impacting member while they are being so conveyed and are freely suspended in air and without disintegration of the material by rubbing or tearing action.

Separation and Recovery of Short Fibrous Asbestos. No. 2,280,903. Granted on April 28, 1942, to Wilfred James Ellison, Norden, Rochdale, England, assignor to Turner & Newall, Ltd., Spotland, Rochdale, England, a British company. Application January 23, 1940, Serial No. 315,192. In Great Britain November 14, 1939.

In an apparatus for recovering fibrous asbestos from asbestos-bearing rock in granular form, the combination of means for forming the granular material into a thin substantially uniform stream, high-speed rotary beating means adapted to strike said stream and feed it forward, means for feeding said stream to said beating means, at least one treatment casing arranged in series with said beating means, each of said treatment casings containing a high speed rotary beater comprising a plurality of beater arms projecting from a shaft, inlet and outlet passages for each of said treatment casings so disposed that the material impelled by the beater in the preceding casing is directed against the beater arms in the next casing in a region where they are moving against the path of the incoming material at high velocity, means independent of said beater means for setting up a continuous airstream adapted to pick up and bear said material through said casings; and baffle means arranged in the path of said air-borne material after it leaves said treatment casings and adapted to remove the heavier particles from the asbestos.

Composite Sheet. No. 2,281,591. Granted on May 5, 1942, to Howard Cary Moore, Somerville, N. J., assignor to Johns-Manville Corporation. Application April 28, 1937. Serial No. 139,352.

A method of making a composited article which comprises forming a layer of intimate compressible mixture of asbestos fibres and hydraulic cementitious material, applying to a base of said layer a dry veneer coating including an intimate compressible mixture of asbestos fibres, hydraulic cementitious material and pigmentary material, wetting the resulting composite, applying pressure to said composite in such a manner as to form depressions in the veneer coating that extend into the layer and as to force excess water therefrom and densify the composite, partially hardening the hydraulic cementitious material, trimming the composite to the desired dimensions and then completing the hardening of the hydraulic cementitious material.

Apparatus for Molding Pipe. No. 2,283,921. Granted on May

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26, 1942, to John Ferla, Camden, N. J. Assignor of one-quarter to Paul X. Blaettler, Oaklyn, N. J. Application December 23, 1938. Serial No. 247,507.

In an apparatus for producing pipes, the combination of means for holding and journaling a mandrel to receive plastic material thereon, tracks underlying the journaling means, means for raising the mandrel from its supported position on the tracks out of the holding and journaling means for removal from the machine, a calender roll normally bearing against the mandrel in its forming position and means for retracting said calender roll out of bearing relative with the mandrel.

TRADE MARKS

We have arranged with the National Trade-Mark Company, Munsey Building, Washington, D. C., to conduct this department for our readers. The trade-marks have recently been passed for publication by the U. S. Patent Office and are in line for early registration unless opposition is filed.

An advance search without charge on any trade-mark our readers may contemplate adopting or registering has been arranged for. Write us, or send inquiry to the National Trade-Mark Company, mentioning our name.

As-Bes-Tex. Serial No. 448,976. C. B. Mason, doing business as As-Bes-Tex, Chicago, Ill. Filed Nov. 27, 1942. For plastic paint coating for interior and exterior use. Published May 26, 1942.

Celo. Serial No. 451,133. The Celotex Corporation, Chicago, Ill. Filed Feb. 21, 1942. For heat insulating building materials.

AUTOMOBILE PRODUCTION

Total production in March 1942 (latest month for which figures are available) in the United States and Canada was 114,698, (94,510 in the United States and 20,188 in Canada).

This compares (if under the war program it can be said to compare) with production in March 1941 of 533,878 (of which 507,834 were produced in the United States and 26,044 in Canada).

The total for the first three months of 1942 was 529,025 (466,905 in the United States and 62,120 in Canada) while in 1941 total production for the first three months was 1,567,283, of which 1,494,334 vehicles were produced in the United States and 72,949 in Canada.

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THIS and THAT

The U. S. Department of Commerce has been directed to dispense with the 1941 census of the manufacturing industry. The Census of Manufactures is taken every other year (odd-numbered years).

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More than 5,000 employees of General Electric's plants thruout the country are now serving in the armed forces; of these, 4,200 are in the Army, 500 in the Navy, 100 in the Marine Corps, and approximately 300 in the National Guard.

—:—

The value of building permits issued by all municipalities in Canada in 1941 was $135,301,519, as compared with $113,005,208 in 1940.

—:—

"Care and Maintenance of Conveyor and Elevator Belting" is the title of a 24-page booklet issued by the B. F. Goodrich Company, of Akron. Besides the catalog section there are included in this book important instructions for the care and maintenance of belting.

Engineering tables and formulas to assist the customer in making his calculations for his belt requirements are also included. Copies will be sent free upon request to the Department of Public Relations, of the B. F. Goodrich Company.

The Firestone Tire & Rubber Company on May 14th released its new sound motion picture, "For America We Save." The picture is a dramatic portrayal of critical developments in the rubber situation following the Japanese attack on Pearl Harbor. Some of the scenes show the cultivation and gathering of rubber on the Firestone plantations in Liberia. The picture is available thru Firestone dealers and stores for showing luncheon groups, Y. M. C. A. groups, grange meetings, etc., or it can be obtained by writing directly to the Company at Akron, Ohio.

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Iron ore shipments on the Great Lakes up to May 1st reached a new all-time high of 8,581,740 gross tons, according to announcement of the War Production Board. This represents an increase of 1,626,947 tons, or 23.9% over the same period in 1941.

—:—

Aluminum output in the United States of 850,000 tons in 1942 is the goal of war production officials.

—:—

The Manhattan Rubber Mfg. Division of Raybestos Manhattan, Inc., has won for the second consecutive year the national award for the Best Business Paper advertising campaign. The campaign featured the conservation of rubber and rubber goods. Award was made at the annual convention of the National Advertising Agency Network, held in St. Louis, Mo., on May 28, 29 and 30.

—:—

U. S. Gypsum Company has fashioned a sales kit that embodies a new technique of selling. It is portable—for men without cars.

"Sales Management" (published at 420 Lexington Ave., New York City), three full pages to a description of this kit, in its May 15th issue.

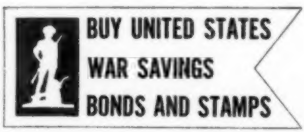
The kit features principally asphalt roofing and asbestos siding. It weighs 9 pounds—quite a difference from the 150-lb. sample case used before the gas rationing era.

—:—

Southern California celebrated Foreign Trade Week during May, using as its slogan: "When Peace is Made, the World Will Trade."

—:—

"First Aid to Industry in Conserving Rubber," a 48-page illustrated book on the conservation of rubber products in industry, has been published by the United States Rubber Company and is available upon request to the Company at Rockefeller Center, New York City. Of interest to all industrial plants.



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CURRENT RANGE OF PRICE

As of June 10, 1942

Canadian—	Per Ton (2000 lbs.) f.o.b. Mine (In U. S. Funds)
Group No. 1 (Crude No. 1)	$650.00 to $750.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry)	165.00 to 385.00
Group No. 3 (Spinning or Textile Fibre)	124.00 to 233.50
Group No. 4 (Shingle Fibre)	62.50 to 82.50
Group No. 5 (Paper Fibre)	44.00 to 49.50
Group No. 6 (Waste, Stucco or Plaster)	33.00 to 34.00
Group No. 7 (Refuse or Shorts)	14.50 to 29.50

Vermont—	Per Ton (2000 lbs.) f.o.b. Hyde Park, Vt.
Shingle Fibres	$62.50 to $65.50
Paper Stock Fibres	44.00 to 53.00
Waste	33.00
Shorts	14.50 to 28.50
Floats	19.50

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.)

		May 1942		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	23½	26¾	26¾
Asbestos Corp. (Com.)	np	17¾	18¼	18
Celotex (Com.)	np	6¾	7	7
Celotex (Pfd.)	100	65	69¾	69⅝
Certainteed (Com.)	1	1¾	2	1⅞
Certainteed (Pfd.)	100	23⅞	27	25½
Flintkote (Com.)	np	10⅝	11¾	11¼
Flintkote (Pfd.)	100	80	96	96
Johns-Manville (Com.)	np	50½	55½	55½
Johns-Manville (Pfd.)	100	124½	129	129
Raybestos-Manhattan (Com.)	np	15	17	16⅛
Ruberoid (Com.)	np	16⅜	18⅜	17¾
Thermoid (Com.)	1	3¼	3¾	3⅝
Thermoid (Pfd.)	10	30¼	34	33
U. S. Gypsum (Com.)	20	40¼	46½	46½
U. S. Gypsum (Pfd.)	100	159	169	169

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ASBESTOS RM TEXTILES

IMPORTANCE OF ASBESTOS

THE IMPORTANCE OF ASBESTOS IN THE LIFE OF MR. AVERAGE CITIZEN IS NOT OPENLY APPARENT. BUT ASBESTOS CONTRIBUTES TO HIS DAILY LIFE IN MANY WAYS: IN TRANSPORTATION, IN HIS HOME, IN HIS DEPENDENCE ON ELECTRICITY. NO LESS IS ASBESTOS IMPORTANT IN WAR. THE ASBESTOS INDUSTRY IS PREDOMINANTLY ENGAGED IN WAR PRODUCTION. **RAYBESTOS - MANHATTAN** IS PROUD TO SHARE IN THIS SERVICE AND PLEDGES ITS UTMOST EFFORT TO IT

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

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Manufacturers of Fine Quality Asbestos Textile Products since 1919

A Complete Line of Products



The facilities of our sales and research organization are at the disposal of any manufacturer who has a problem to solve which involves the use of fabricated asbestos.

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