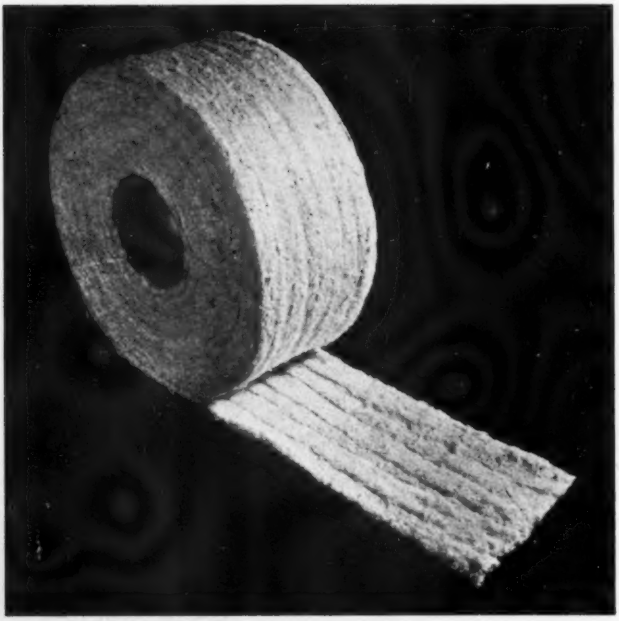
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Raybestos-Manhattan is the originator of the lap process of insulating wire. Our 17 years experience in the manufacture of asbestos lap assures the wire and cable industry of unsurpassed quality and uniformity of product. Constant research has steadily enhanced the intrinsic value of R/M Lap.

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Asbestos Textile and Packing Division

Manheim, Pa. N. Charleston, S. C.

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"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
MONTHLY SINCE THAT DATE
BY SECRETARIAL SERVICE
17th FLOOR INQUIRER BUILDING
PHILADELPHIA, 30, PENNSYLVANIA

Estate of C. J. STOVER, *Proprietor*
A. S. ROSSITER, *Editor*
E. E. COX, *Circulation Manager*

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1947 . PROSPECTIVE

What has the coming year in store for all of us?

We began 1946 with high hopes of a prosperous and happy year. The war was over, which in the opinion of most of us, ended all our troubles. While we knew there would be postwar and peacetime problems, few of us expected such a tempestuous year as we have just weathered. Strikes, shortages, black markets, all added to its chaos.

Most of us are afraid to predict good or ill for the coming year, for fear it may prove to be as disastrous as 1946.

But 1946 *is* over, and 1947 is ours to conquer! Even if we are again let down, we can begin the year with enthusiasm and the determination to win out against whatever obstacles may beset our way.

We do believe that 1946 was the turning point and that 1947 will be prosperous and happy for the most part. At the same time it will take a great deal of hard work on the part of everyone; it will be disappointing to some; it will offer many problems to business and labor, to the public at large. All of us will have to work together to solve them.

The Asbestos Industry, judging by the Greetings from a number of its Executives, which follow, is looking forward to hard work and many problems, but also to progress and triumph finally.

"ASBESTOS" is looking forward to the opportunity of serving you better in 1947 than ever before.

TRIBUTE TO THOMAS A. EDISON

On February 11th, 1947, the Nation will celebrate the 100th Anniversary of the birth of that great inventor, Thomas A. Edison. All of us are glad to pay tribute to the man who by his inventions has so vitally affected the life of every individual, the progress of all Industry and has so wonderfully contributed to the American standard of living. America's greatest inventor was born in Milan, Ohio; he died October 18th, 1931, at the age of 84,— a long life devoted to benefiting mankind.

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GREETINGS TO THE INDUSTRY

By Executives in the Industry

We begin the new year with confidence that many of the shortages and production difficulties encountered during 1946 are well on the road toward solution. It was inevitable that the months following the greatest war in history would see industry confronted with reconversion problems. We believe that out of this experience will come greater wisdom, better understanding and increased knowledge to help us make the coming year a successful one.

We are looking forward to the future of asbestos with enthusiasm. Asbestos is a unique material and it is versatile. Many new applications remain to be developed. It is one of the nation's best weapons in the prevention of fire.

I am glad to have this opportunity to extend greetings to our friends in the asbestos industry and to wish you a happy and prosperous New Year.

Herbert E. Smith, President,
United States Rubber Company.

. . . —

Once more we are able, thru the unifying link of "ASBESTOS", to send from this side of the Atlantic our greetings to all engaged in the Industry, and to wish all our colleagues a happy and prosperous New Year. 'Tho the international political scene may not yet have achieved marked progress towards the mutual trust and understanding which are so essential for lasting peace, the asbestos industry has, in my view, set a fine example of collaboration and demonstrated the effectiveness of a spirit of "give and take".

The world-wide need for rehabilitation has resulted in an abnormal demand for asbestos fibre, as for most other raw materials. But all sections of the asbestos industry will I believe strive together to play their part in creating better living conditions for humankind.

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

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I could very tersely give a manufacturer's view of the general outlook by saying "**Our 1947 plans depend on receipts of sufficient asbestos and other raw material, and then upon having a sufficient and *'willing'* amount of labor**". The conditional outlook on business is emphasized with a studious purpose.

All of us read about the labor news and strike tie-ups in the newspapers—and they do affect the immediate outlook. But, it is my feeling that the labor leaders will be on "good behavior" in an effort to prevent just labor legislation from the new Congress which was obviously the mandate of the public on November 5th. But we have been living in a sequence of armed truces like this for too long.

In the longer term outlook there is a very serious shadow for every deep thinking American to concern himself with, and that is what we might call the growing moral disintegration on the production front. There has been a loss of the "*will to work*". There are two main causes—first, the New Deal policy makers and other political leaders have rivalled each other in their efforts to provide unemployment benefits in the States and by Federal legislation. Secondly, it takes a real American with will and his future in mind to work for $35. a week (about one dollar per hour less deductions) as against doing nothing for up to $25. a week on unemployment compensation. We have all heard about the "52-20" Club". Many of our veterans are participating in that and subverting the purpose of the act by jumping from job to job or just taking odd jobs where no reports are necessary—or just idling on the $20. per week. These attitudes cannot be corrected immediately by legislation. Maybe "we want to learn it the hard way." It is a serious problem! This practice, extended and continued, will bankrupt the nation.

I could sum it up—our customers like our products; they want more of them; we would like to supply them; and the working men and women will eventually have to realize that they themselves are the chief beneficiaries of more production and, hence, improved standards of living.

Fred Schluter, President
Thermoid Company

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To the Asbestos Industry, as to all business, the year 1946 brought its inevitable quota of postwar difficulties. There are signs, however, that the nation's economic ship is beginning to ride on a more even keel and that 1947 should bring smoother sailing.

Due to the urgent, nationwide need for new housing and for property maintenance, the outlook for the whole building materials industry seems highly promising, and this should mean expanding markets for asbestos roofing, siding and insulating products. There are, moreover, many evidences that asbestos is destined to play a steadily increasing part in other important fields.

Whatever problems the future may have in store, I am confident that members of the Asbestos Industry will always be found doing their full share toward solving them. In that spirit, I send best wishes to all for a Happy and Prosperous New Year.

Herbert Abraham, President,
The Ruberoid Co.

. . . —

To everyone in the Asbestos Industry we send greetings and heartiest good wishes for the New Year.

As we enter 1947 we hear murmurings and read articles written by the dopesters predicting some form of business recession, or depression, to come during the course of the year. This line of thinking is based upon the premise that because certain parts of a complicated picture again appear to be red or black, they will inevitably infect everything within the framework. If this kind of mental reasoning is permitted to gather sufficient momentum, the results will bear out the predictions, but if we view the picture in its proper perspective, without putting on dark or rose-colored glasses, there would appear to be more bright light than shadows.

As always, there will be difficult problems for solution, but we believe that the coming year should bring beneficial readjustment and more stable conditions than have existed for some time past.

Ernest Muehleck, President,
Keasbey & Mattison Company.

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I am pleased to take this opportunity of offering Season's Greetings to our good friends and associates in the Nation's 85% Magnesia Insulation and Asbestos Industry.

Together we face the New Year with optimism. An optimism however, with its realization dependent upon hard work and teamwork by manufacturers, distributors, contractors and workers. Our combined efforts can do much to alleviate the Nation's most critical building shortage in history, and the greatest rehabilitation, modernization and expansion backlog of the Nation's industrial plant ever to exist.

To meet this challenge we must think in terms of progressiveness; of industrial improvement. We must strive to surpass the activities of competitive industries by superior products and science and research and competitive costs in our effort to attain our goal of highest possible achievement for the Industry as a whole.

It is this spirit of progressiveness which has lifted 85% Magnesia Insulation Products to their high place in public acceptance today.

It is this same spirit to "always do a little better" that will equip us all as an Industry to do an even greater job during 1947 and for the many years to come.

We join with you in this effort to meet the challenge and opportunity in the real job that lies ahead.

R. H. Chase, Vice President & General Manager,
Plant Rubber & Asbestos Works.

. . . —

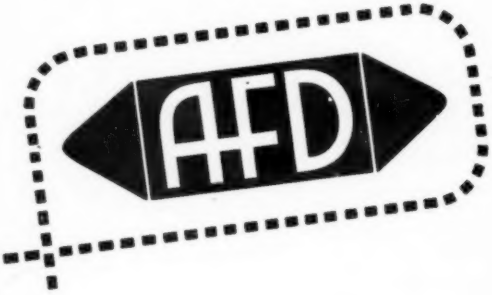
We appreciate the privilege, given us thru your publication, to extend greetings to the Asbestos Industry.

This year as in years past many problems will require the best we can give to render service to those dependent on the use of our materials.

Knowing those who plan to accomplish such results we know the Industry will be benefited by such planning.

A. K. Burgstresser, Vice President
Norristown Magnesia & Asbestos Co.

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Asbestos Fibre Distributors

Through the untiring efforts of the research scientists, there are now a thousand and one uses for the rare properties with which nature has endowed her magic mineral . . . asbestos. Supplying the proper asbestos fibre for every specific use has long been the specialty of Asbestos Fibre Distributors. If you would like samples, prices or further information, address:

ASBESTOS FIBRE DISTRIBUTORS

Division of Johns-Manville Sales Corp.

22 EAST 40th ST. NEW YORK, N. Y.

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Thru your friendly "ASBESTOS", I want to extend Greetings to my friends in the Industry and wish them a minimum of headaches this New Year.

I think there are a few things we must observe if we are to make a favorable showing during 1947:

We must cut production costs by increasing output per worker and by mechanizing operations. Regimenting output by workers is an evil practice and is not progress.

We must conserve raw materials. With pronounced shortages of asbestos, litharge, resins, etc., wasteful practices must cease. There must be a return to those high standards of workmanship which has characterized the history of industry in this country. There is no profit in the scrap heap.

Every effort should be put forth to effect a sincere understanding between Management and workers, so that successful negotiation will be the rule instead of strikes.

Aim for profit rather than struggle for volume.

Regardless of the complex problems which will confront us, we must remind ourselves that the end and aim of business is to serve—and service is measured by the interest we manifest in our customer's welfare.

S. Simpson, President,
Raybestos-Manhattan, Inc.

• • • —

It is with more than usual pleasure that I wish the readers of "ASBESTOS" and everyone associated with the various asbestos industries a Happy New Year.

The coming year promises to be a notable one for the users and producers of asbestos cement products. With building at last free of most of the restrictive controls which have handicapped its efforts, manufacturers of asbestos building materials are marshalling their resources to meet a record demand. The volume of new construction and repairs promises to tax the Industry's best efforts for some time to come.

Demands for our material are expected to remain at high levels in both the urban and the farm markets.

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PIONEERS IN ASBESTOS

...for every purpose



Keasbey & Mattison—original manufacturers of asbestos-cement roofing shingles in this country—produce a complete line of asbestos building materials: Siding and Roofing Shingles • Wallboards • Corrugated and Flat Lumber • Acoustical material.

For Industry, we offer the following all-purpose asbestos products: Asbestos and Magnesia Pipe and Block Insulations • Asbestos Electrical Materials • Packings • Textiles • Paper and Millboard • Marine Insulations.

And for the efficient conveyance of water, we manufacture "Century" Asbestos-Cement Pipe.

Nature made Asbestos...

Keasbey & Mattison has been making it serve mankind since 1873

K&M best in asbestos

KEASBEY & MATTISON
COMPANY • AMBLER • PENNSYLVANIA

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The contribution to safety and freedom from maintenance worries that fireproof asbestos shingles and sidings can make is being recognized on an ever-increasing scale, and those products are being specified for home and other properties.

Residential construction can be expected to fall into more normal patterns. Property owners and investors will have more freedom to repair, convert and build. All of this means increasing demands upon our Industry.

The versatility and durability of asbestos products will keep them prominent in the re-vitalized farm market. The vast need for farm building repair, backed up by the unprecedented prosperity of farmers in general, promises to make our farms a great field for building materials sales for many years to come.

In the heavy demands which our Industry will face in coming months are both opportunities and responsibilities. I know our members will meet the challenge as they have others in the past.

Stuart H. Ralph, President,
Asbestos Cement Products Association

• • • —

If the experience of one company is typical, the Asbestos Industry will chalk up 1946 as a year of many problems and tremendous activity. Production has broken all previous records, yet many a customer's needs have gone unsatisfied.

Now as an Industry we look ahead to even greater activity. There are new plants under construction, new products in the laboratories, new markets waiting to be tapped. While we know that 1947 will bring its own peculiar problems, an industry as progressive and aggressive as ours will solve them and the years ahead will be bright.

To the Asbestos Industry and every man and woman who is a part of it, my associates and I send greetings and best wishes for 1947.

R. S. King, President,
The Philip Carey Mfg. Company.

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PHOTO—COURTESY OF STATE OF VERMONT

SKI PARADISE: Skiers prepare for a swift run down Mt. Mansfield.

Nature at its best...in Vermont

For modern industry:

Vermont provides asbestos fibers from the largest operating asbestos mine in the United States.

VERMONT ASBESTOS MINES
Division of

The RUBEROID Co.

Hyde Park, Vt. • Mines at Eden & Lowell

Sales Office: 500 Fifth Ave., New York 18

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It is a pleasure to extend greetings to the many members of the Asbestos Industry thru "ASBESTOS".

It looks as tho 1947 will again be a "bumper crop" in the asbestos-cement field, and will only be curbed by the universal shortage of asbestos shingle fibre.

To the two or three companies, who are building asbestos-cement plants in the South, I extend special greetings and a welcome to our territory.

Clifford F. Favrot, President,
Asbestone Corporation

STONEKOTE - SOMETHING NEW IN HOUSE FINISHES

New in the refinishing line for modernization work, or for new buildings as well is a plaster finish called Stonekote. It is made of Portland Cement, asbestos and other rock fibre materials, and is claimed to be fireproof, moistureproof. It comes in various colors and can be applied over wood siding, stucco, brick, concrete, concrete block, or practically any other building material.

Over wood siding a felt is first used, then chicken wire, the Stonekote mixture is applied in plaster form and after the first coat dries it is nailed. The second coat is then applied, a stone design is cut, and the material is then waterproofed. Over stucco, brick, concrete or concrete block it is just plastered on. When two coats are applied it is about ¾" thick, which, naturally, has an insulating effect.

From 4 to 4½ bags (50 lb. each) will cover 100 square feet of surface.

The manufacturers, Stonekote Corporation, 1902 S. Third St., Milwaukee, Wis., are interested in obtaining dealers in various states; in fact will sell the manufacturing rights for a complete state for the life of the patent. Anyone interested should write them for further data, mentioning "ASBESTOS".

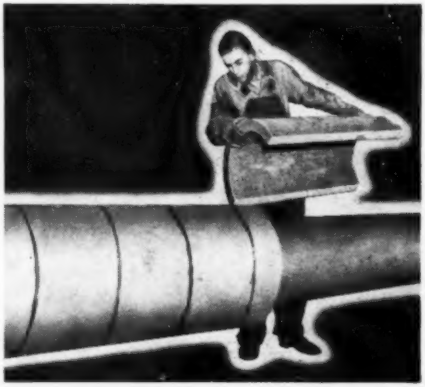
. . . —

A new addition to its line of abrasive wheels is announced by Manhattan Rubber Division of Passaic, N. J. —resin bonded diamond wheels, for grinding carbides and carbide tipped tools.

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UNION ASBESTOS
MEANS PROGRESS IN INSULATION
AND RUBBER CO.

INSULATION
FOR MARINE, RAILROAD,
AVIATION AND INDUSTRIAL USE



UNION ASBESTOS & RUBBER COMPANY

Offices: CHICAGO, NEW YORK, SAN FRANCISCO • Plants: CICERO, ILL., BLUE ISLAND, ILL., PATERSON, N. J.

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ASBESTOS IN FILTRATION

By S. Alsop, Jr.[1]

Filtration, according to Webster, involves "the mechanical separation of a liquid from the undissolved particles suspended in it." Today, commercial "asbestos" is being used daily in a number of different filtration processes to facilitate methods for obtaining better clarity, brilliance and polishing in various filtering problems.

The nature of the solids to be removed from the liquid has a great bearing upon the type of filter media that must be used. If the sediment is of hard granular nature, regardless of size of particle, this solid matter will in reality act as a filter bed, and almost any filter pad, fine cloth, paper or even very fine mesh wire screen on which the particles could impinge to form the filter cake, will prove entirely satisfactory. At the other extreme for all liquids containing slimy or colloidal sediments, such as are found in practically all extracts or solutions manufactured from vegetable matter, a powdered filter-aid such as asbestos, talc, magnesium carbonate, carbon, etc., almost invariably must be used. The difficult liquids to be filtered usually require the use of a fine mesh screen or cloth, and a light filter-aid such as asbestos fibre mixed into the liquid. The mixture then enters into the filter and the asbestos flows on to the screen, gradually building up a comparatively thick, but loose cake. As the pressure developed is limited, there is no tendency for the filter cake to pack tightly, and this accounts for the surprisingly large capacity that filters of this type have with some of the most difficult liquids of this nature.

The filtration of thin, free-flowing liquids, which contain only a small amount of slime, sediment or solids is usually accomplished with various types of filters and filter medias. The liquids are forced into the filter under pressure, usually by means of a pump, and where the object is to achieve a brilliantly polished filtrate, the pressure is usually kept down to a minimum. It is generally conceded that the greatest clarity will be obtained

[1] Of the Alsop Engineering Corporation, Milldale, Conn.

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on such easily filtered liquids when a quite dense filter pad or cake consisting of asbestos, paper, filter mass, etc., is used, because the liquid in traveling thru the pad, or other material, that may vary from about ⅛" in thickness and up, will undergo a wiping and polishing action due to the minute fibres of varying lengths and sizes.

In filtering the average liquids which contain an appreciable amount of sediment, the problem is to provide a filter medium or pad that will give the desired clarity and yet handle the largest possible volume of liquid before the surface becomes clogged up with sedimentary particles. This is where the fabricated pads with asbestos mixtures have proved themselves to be superior to ordinary filter paper. These asbestos filter pads actually consist of numerous layers of fibres and are so constructed that the porosity of the layers decreases as you penetrate thru the disc from the surface, so that there are numerous thin layers of varying density, superimposed one upon the other to form a single and very efficient filter bed. During the filtration some of the very minute particles will penetrate a considerable way into the sheet thru the coarser layers and obviously the effectual filtering area is increased tremendously as compared to a thin filter sheet. The final is a solution perfectly clarified and free from all foreign particles or even cloudiness. This progressive density prevents them from quickly clogging up such as would occur if filter paper, blotting paper, cardboard, etc., not having the above mechanical construction, were used.

A thin filter sheet has to be dense enough at the surface to hold back even the most minute particles, which, naturally, clog the pores much more rapidly and result in less filtering capacity per square inch of exposed area, depending of course, upon the nature of the liquid and the type and density of the asbestos pad or filter media used. There will be a "best gallon per minute speed" per square foot or square inch of filter area to which the very best filtration results will be obtained, from the standpoint of clarity, polish and operating cost. Pressure used is considered another vital factor affecting

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ASBESTOS

ASBESTOS CORPORATION LIMITED

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14 Front St.

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results where the greatest brilliancy combined with large capacity is concerned.

Asbestos with its physical properties of good flexibility, fine fibres, silkiness, high tensile strength, resistance to acids, alkalies and heat, is certainly one of the most popular materials used in the filtration industry. The unusual properties of asbestos as a filter media are simplifying filtration problems on many varieties of products on the market today.

Asbestos filter pads are manufactured in many different densities for any type of filtration work. Their cost is considered less than that of a man's time in cleaning and changing filter media in the other types of filters of similar capacity, not to mention the high upkeep cost of filter bags, cloths, preparation of slurries, etc. The tendency today, mainly in the chemical, beverage and oil fields, is to use madeup asbestos filter pads of this type. These manufactured asbestos pads have the advantage of withholding any size particle, even less than a micron in size, and are available in a large range of thicknesses, densities and porosities. Asbestos pads of various shapes can be made up to fit most of the different type filters in use.

ASBESTOS TEA TOWELS

In our December number we mentioned kitchen towels made of 20% asbestos fibre, asking for further information from the manufacturer, whoever he might be.

Late in December, around Christmastime in fact, we were delighted to receive two packages of these towels—3 towels to a package. They were in attractive plain colors, and so packaged that the colors showed thru the cellophane front. The manufacturer is the United States Rubber Company (their Asbeston Department) and the trade name of the towels "Carosel". It is claimed that they:—dry dishes and glassware faster and better than ordinary towels; polish as they dry; leave no lint; are super-absorbent and of soft, flexible texture; easily laundered, colors guaranteed fast. The size is 18¼" x 34".

They are a very practical and attractive gift and we are more than proud of them.

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HAIR FELT

FOR

Low Temperature Insulation

Newark Hair Felt Co.

1000 Maple Avenue

Lansdale, Penna.

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SALT WATER HAS NO EFFECT

An example of the way asbestos materials stand up under hard usage is seen in an outfall sewer at Moss Landing, Calif. This sewer is made of 42 inch Armco asbestos bonded paved invert sewer pipe. It was constructed by the Permanent Metals Corporation for their salt water magnesium plant and has been in regular use since early in 1942.



Workmen laying the huge pipe

The sewer line is approximately 300 feet long, in 20 foot sections and connected with standard band couplers.

The sewer was recently inspected by engineers of the California Corrugated Culvert Company of Berkeley, Calif., an affiliate of the Armco Drainage Products Association, who supplied the pipe. It was found to be in perfect condition, even tho it has been carrying a highly concentrated salt waste for four years. The pipe is large enough for a good sized child to walk thru upright.

— . . .

According to Dr. Ray K. Marshall, Science Editor of the Evening Bulletin (Philadelphia) Asbestos (especially wet asbestos) will burn under a stream of fluorine, which Dr. Marshall claims will burn practically everything including steel. The article appeared in the December 26th issue of the Bulletin.

ASBESTOS MINING ENGINEER

Progressive, long established corporation has opening for Mining Engineer familiar with asbestos mining and manufacturing methods. Excellent opportunity for right man. Send complete resume including education, experience, etc., to Box No. 1F-EN, "ASBESTOS", 17th Fl., Inquirer Bldg., Phila., 30, Pa.

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ASBESTONE CORPORATION

FORMERLY R. J. DORN COMPANY

Manufacturers of

ASBESTONE
Corrugated Asbestos-Cement Sheets

ASBESTONE JR.
Junior Weight Corrugated Asbestos-Cement Sheets

ASBESTONE FLAT WALLBOARD
for Siding and Walls — Interior and Exterior

ASBESTONE ROOFING SHINGLES

ASBESTONE SIDING SHINGLES

Factory and Sales Office: 5300 Tchoupitoulas Street

New Orleans 15. Louisiana

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MARKET CONDITIONS

GENERAL BUSINESS

The business situation has improved since this time last month—at least psychologically. The calling off of the coal strike may well be the turning point.

The inflational spiral has apparently halted—according to several information sources prices on many items will drop during the first quarter of this year.

While admitting that 1947 will not be an easy year fo business, we are optimistic as to its opportunities and its final triumph over difficulties.

ASBESTOS-RAW MATERIAL

The demand for all grades of Canadian asbestos fibre is still greater than the supply and will undoubtedly continue so for most of 1947. We understand that several Canadian producers have announced a 10% increase in prices effective January 1st, on all grades except No. 1 Crude.

ASBESTOS-MANUFACTURED GOODS

Asbestos Textiles. Production continues insufficient to meet current demand; this is particularly true of tapes and certain styles of cloth. There is every indication of price increases being necessary because of the effect of recent past price increases on raw materials.

Brake Lining. Factories report still running at full capacity production; 1947 will be a good year, according to present outlook.

Based on preliminary figures received November sales recorded a considerable increase over November 1945. When compared with October 1946 there is a slight decline. Sales for export were higher in November than those for either November 1945 or October 1946.

The total for the eleven months of 1946 was higher than for the same period in 1945.

Asbestos Paper. Demand still exceeds ability to supply, due to fibre shortage limiting production. Factories are from six to ten weeks behind on delivery. Prices are firm.

Asbestos Millboard. Fibre shortage is the main reason

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SMITH & KANZLER CORPORATION

MANUFACTURERS OF

ASBESTOS PAPER

AND

LOW PRESSURE INSULATIONS

ESTABLISHED 1920

LINDEN, NEW JERSEY

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for limited production. Altho prices are firm, increasing costs justify expectation of higher prices. Delivery is about 4 months behindhand.

Insulation. High Pressure. Demand continues high. One manufacturer reports production increased but incoming orders more than sufficient to take up the increase. The same firm tells us their backlog ranges from seven weeks on certain sizes of standard thick covering to 25 weeks on blocks. Another says that deliveries are being promised from eight to twenty weeks after receipt of orders.

Insulation. Low Pressure. This market continues to show high demand. Prices firm with expected upward trend.

Asbestos-Cement Products. Little change is reported; production is still far from able to supply demand. This situation has been aggravated in the roofing and siding field by the open winter which has allowed application work to continue, giving dealer no opportunity to build up stocks.

Corrugated and flat materials are also in great demand—exceeding supply.

Prices were increased on asbestos cement pipes as of November 25th; requirements are still ahead of production.

These comments have been sent us by various leaders in the several fields. We are always glad to receive opinions and ideas from readers.

ADVERTISERS WOULD BE INTERESTED TO HEAR FROM PRODUCERS OF BLUE AND GREY ASBESTOS FIBRE, WHO CAN OFFER REGULAR SUPPLIES. PAYMENT CAN BE ARRANGED TO SUPPLIERS' REQUIREMENTS. THIS ADVERTISEMENT IS INSERTED BY A FIRM OF FIRST CLASS FINANCIAL STANDING WHO WISH TO MAKE A LONG TERM CONNECTION. REPLY TO BOX NO. E11-BL "ASBESTOS", 17th Fl., Inquirer Bldg., Phila., 30, Pa.

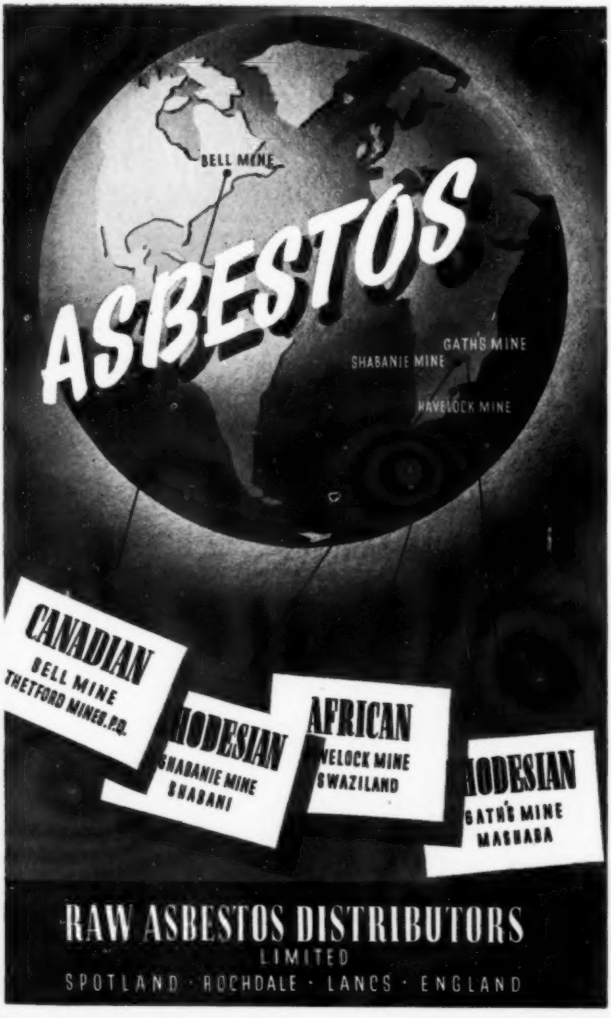
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CONTRACTORS AND DISTRIBUTORS PAGE

BUILDING

Investment commitments for construction declined 13 per cent in November from the dollar volume of contracts awarded in October in the thirty-seven states east of the Rocky Mountains, according to F. W. Dodge Corporation. November construction contracts totaled $503,745,000 against $573,206,000 in October.

The dollar volume of residential building contracts dropped 6 per cent from a total of $235,068,000 in October to $221,113,000 in November. The Dodge corporation reported that 30,520 dwelling units were called for in the plans and specifications attending contracts awarded last month, bringing the cumulative contract total of dwelling units for the first eleven months of this year in the eastern states to 417,708, with a total direct investment value of $2,948,737,000. This is the highest residential dollar contract total on record for eleven months of a year. Five per cent of the residential dollar volume during the eleven months was for projects classified as publicly owned.

Nonresidential building contract volume declined from $225,355,000 in October to $160,871,000 in November while heavy engineering construction contract volume increased from $112,783,000 to $121,761,000. Total contract volume for the first eleven months in the thirty-seven eastern states was $7,032,444,000, which figure has been exceeded only once before in an eleven-month period—in 1942 when war construction was at a peak and the volume reached $7,546,345,000.

U. R. C. A. CONVENTION

The 60th Annual Convention of the United Roofing Contractors Association will be held at the Hotel Statler, Cleveland, Ohio, January 20 to 22 inclusive. Leading the discussions will be Thomas W. Holden, President of the F. W. Dodge Corporation. A. H. Fay of The Flintkote Co., will represent the Asbestos Cement Products Association, and will explain the factors which govern the supply of asbestos-cement roofing and siding. Jack Bryant, of The Asphalt Roofing Industry Bureau, will in his address discuss the prospects of asphalt products in 1947. Those who plan to attend the several sessions will undoubtedly find them well worthwhile.

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Head Office

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Mines

Thetford Mines, Quebec
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NEW YORK, N. Y. ..... CONNELL ASBESTOS MFG. CO.
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Glendale 27, L. I.

SAN FRANCISCO, CALIF. ..... LIPPINCOTT CO., INC.
461 Market Street

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Imports into U. S. A.

(Figures by Bureau of Census)

Unmanufactured Asbestos—By Countries

	August 1946 Tons (2240 lbs.)
From Canada	36,532
S. Rhodesia	1,084
Union of S. Africa	563
	38,179
Value	*$1,806,983*
By Grades	
Crude No. 1 Chrysotile (S. Rhodesia)	135
Crude No. 2 Chrysotile (Canada)	16
Crude No. 2 Chrysotile (S. Rhodesia)	357
Crude (Other) Chrysotile (S. Rhodesia)	592
Blue Crude (Union of S. Africa)	203
Amosite (U. of S. Africa)	360
Textile Fibre (Canada) Chrysotile	1,173
Shingle Fibre (Canada) Chrysotile	5,364
Paper Fibre (Canada) Chrysotile	5,617
Other Grades—Chrysotile (Canada)	24,362
	38,179

Manufactured Asbestos Goods	August 1946 Quantity Lbs.	Value
Asbestos Yarn		
United Kingdom	3,169	$ 2,224
Asbestos Packing Fabrics		
United Kingdom	950	1,054
Asbestos Packing (Not Fabric)		
United Kingdom	9,490	5,806
Asbestos Brake Lining (Molded)		
Various Countries	608	65
Asbestos Manufactures (Other)		
Various Countries	—	9
Asbestos Cement Products (Not Impreg.)		
Canada	89,129	7,674
	103,346	$16,832

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Announcing

A NEW
ASBESTOS
PREPARATION PLANT

Inquiries Invited from All Countries

•

ARIZONA
(Iron Free)
AMOSITE
BLUE
(South African)
(Bolivian)
CANADIAN
CYPRUS
RHODESIAN
RUSSIAN

We have installed the most modern Asbestos Preparation Plant in America. We are in position to supply any of above asbestos fibres suited to your particular use.

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High strength obtained using our Blue Asbestos in Asbestos cement pipes and corrugated sheets.

•

ASBESTOS
INTERNATIONAL CORPORATION

H. S. STEVENSON, *President*
451 Communipaw Ave. Jersey City, N. J.

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Exports from United States

Unmanufactured Asbestos

	August 1946 Tons (2240 lbs.)	Value
To Philippine Islands	8	$ 717
United Kingdom	1	600
Fr. Morocco	54	9,128
Switzerland	94	11,964
Peru	11	1,639
Other Countries	12	1,170
	180	$25,218

Manufactured Asbestos Goods

		August 1946 Quantity	Value
Asbestos Paper, Mlbd. & Rlbd.	Lbs.	96,167	$12,964
Asbestos Pipe Covg. & Cement	Lbs.	143,584	10,179
Asbestos Textiles & Yarn	Lbs.	61,753	26,541
Asbestos Packing	Lbs.	389,519	233,769
Asbestos Brake Lng. (Mld. & Semi-Mld.)	Lbs.	204.343	154,234
Asbestos Brake Lng. (Woven)	Lin. Ft.	58,605	28,510
Asbestos Clutch Fcgs. (Mld. & Semi-Mld)	No.	83,073	34,704
Asbestos Clutch Fcgs. (Woven)	No.	15,966	9,226
Asbestos Brake Blks. (Mld. & Semi-Mld.)	Lbs.	30,617	20,764
Asbestos Brake Blocks (Woven)	Lbs.	5,050	3,752
Asbestos Sheets	Lbs.	359,006	37,558
Asbestos Roofing	Sqs.	15,060	76,902
Other Asbestos Mfrs.	Lbs.	806,050	82,343
			$731,476

THE FLORIST USES ASBESTOS-CEMENT

A year or so ago (See "ASBESTOS" September 1944, page 18), we mentioned the use of corrugated asbestos-cement board for growing benches in greenhouses.

Now a fair sized demand is reported for the use of flat asbestos sheets in the making of "gardenia boxes", the box being made of the flat sheets with a wire screen on the bottom. After trial, an order came thru for 1500 of the boxes, the full requirement is for 10,000 if the material can be obtained for their making.

Now the same firm which ordered the gardenia boxes is contemplating the use of short lengths (12" to 18") of corrugated for camellia tubs.

Undoubtedly the rotproof quality of asbestos-cement is responsible for these articles switching from other less durable materials.

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ASBESTON*

Light-weight · High-strength · Low-gauge
Asbestos Fabrics — Asbestos Tape

Textile Division

UNITED STATES RUBBER COMPANY

1230 AVENUE OF THE AMERICAS, NEW YORK 20, N. Y.

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AMERICAN ROOFER and SIDING CONTRACTOR
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PIPE COVERING IN STOCK

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85% MAGNESIA
UNIBESTOS
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WOOL-FELT

WIRE — WRITE — PHONE
SALES DEPARTMENT
THE REILLY-BENTON COMPANY, Inc.
613 HIBERNIA BUILDING
NEW ORLEANS, LA.

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Canada

(Statistics by Dept. of Mines, Province of Quebec)

(Tons — 2000 lbs.)

	1946	1945
October	55,671 tons	35,729 tons

Preliminary estimate for 1946, of Canada's Mineral Production, published by the Dominion Bureau of Statistics, Ottawa, gives the figure for Asbestos produced in 1946 as 549,497 short tons, valued at $24,490,695. Production in 1945 was 465,885 tons.

Rhodesia.

(Published by Rhodesia Chamber of Mines)

(Tons — 2000 lbs.)

September 1946	4,666.25 tons
Value	£138,172

U. S. A.

(U. S. Minerals Yearbook Chapter)

Revised figure for production of asbestos in the United States in 1945 is given as 13,340 short tons of Chrysotile and 250 tons of Amphibole, or a total of 13,590 tons.

Sold or used by producers—11,986 tons of Chrysotile, and 240 tons of Amphibole, or a total of 12,226 (instead of 12,252 as given on page 34 of July 1946 "ASBESTOS..')

ASBESTOS CHAPTER OF U. S. MINERALS YEARBOOK

The Asbestos chapter for the U. S. Minerals Yearbook covering 1945 has just been published by the U. S. Bureau of Mines. Authors are Oliver Bowles and D. I. Marsh.

Tables showing production, sales, consumption, exports, etc., are given. Practically all of the information has already been published in "ASBESTOS" from time to time, having been obtained principally from the advance mimographed copy of the chapter.

Those of our readers who have an asbestos library will wish to add this 12 page pamphlet to their collection of bulletins on the subject. It is obtainable at 5c per copy from the Superintendent of Documents, Washington, 25, D. C., or from the office of "ASBESTOS".

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ASBESTOS-CEMENT ASSOCIATES
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CORIELL BUILDING MILLINGTON, N. J.

ENGINEERING SERVICE
TO THE ASBESTOS - CEMENT INDUSTRY

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COMPLETE PLANTS DESIGNED AND EQUIPPED
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INSULATION—the logical medium to reach insulation contractors with your sales messages.

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NEWS OF THE INDUSTRY

BIRTHDAYS

Stanley Woodward, Vice President, The Ruberoid Co., Baltimore, Md., January 17.

A. F. Heinsohn, General Manager, General Asbestos & Rubber Division, Raybestos-Manhattan, Inc., North Charleston, S. C., January 17.

A. F. Matheis, Assistant Vice President, Thermoid Co., Trenton, N. J., January 17.

R. W. Lea, President, Johns-Manville Corporation, New York City, January 18.

Harry M. Shackelford, Vice President, Johns-Manville Corporation, New York City, January 18.

Sydney L. Miller, Secretary, Asbestos Products Mfg. Corporation, Newark, N. J., January 18.

E. C. Nankervis, President, Magnesia-Asbestos Insulation Co., New York City, January 19.

G. D. Crabbs, Honorary Chairman, The Philip Carey Mfg. Co., Cincinnati, Ohio, January 22.

R. W. Bair, District Manager, Armstrong Cork Company, Philadelphia, Pa., January 23.

L. Diener, President, Smith & Kanzler Corporation, Elizabeth, N. J., January 23.

F. H. Neher, Vice President and Director, The Flintkote Co., New York City, January 27.

James Watters, President, Union Asbestos & Rubber Company, Chicago, Ill., January 30.

Lt. Col. J. G. Ross, Director, Asbestos Corporation Limited, Thetford Mines, P. Q., February 1.

L M. Simpson, Vice President, The Flintkote Co., New York City, February 1.

Alden A. Lofquist, President, Norristown Magnesia & Asbestos Co., Norristown, Pa., February 3.

Richard Matthews, Manager, Insulation Department, Warren & Bailey Co., Los Angeles, Calif., February 6.

Raymond P. Townsend, Vice President, Johns-Manville Corporation, New York City, February 10.

Wm. A. Bartelt, President Bartelt Asbestos & Cork Inc., Appleton, Wis., February 10.

H. A. Hirschfeld, President, Standard Asbestos Co., Inc., New York City, February 11.

Lewis H. Brown, Chairman of the Board, Johns-Manville Corp., New York City, February 13.

Herbert L. Levine, President, Asbestos Products Mfg. Corporation, Newark, N. J., February 13.

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• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES
Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia insulation

The CAPE ASBESTOS CO. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:

ARNOLD W. KOEHLER

415 LEXINGTON AVE. **NEW YORK CITY**

TELEPHONE—VANDERBILT 6-1477

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Robert W. Steele, President, Asbestos Corporation Limited, Thetford Mines, P. Q., Canada, February 15.

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

CANADIAN J-M OPERATION UNDERGROUND

The first phase of the "Operation Underground" at the Jeffrey Mine of the Canadian Johns-Manville Company at Asbestos, Que., has been completed.

The underground operations were started with the sinking of No. 1 Shaft to 1000 feet below surface. The shaft has 6 compartments including two skips, one cage, cage counterweight, pipe compartment and ladderway. The shaft measures 13 feet 6 inches by 18 feet inside the steel and is concrete for its entire depth flush to inside face of steel sets which are 6 feet apart.

Stations have been cut at the 750 level which is the main haulage level, 816 level for entry to the crusher station, 950 loading pocket and spillage station at 990 level.

Shaft work is at a standstill at present during surface construction which includes erection of Headframe, Collarhouse, Changehouse and Surface Bins.

The Hoisthouse was completed earlier and ore and man hoists are now being erected.

J-M NAMES THREE VICE PRESIDENTS

Announcement has been made of the appointment of three Vice Presidents of Johns-Manville Corporation: Frank J. Wakem, Merchandise Manager of the Industrial Products Division; W. R. Wilkinson, Merchandise Manager of the Building Products Division; C. B. Burnett, Production Manager of the Building Products Division.

Mr. Wakem began his association with Johns-Manville in 1921 and is a member of the firm's Quarter Century Club. He is a graduate of Exeter Academy and Yale University, a member of the Yale Club and Book and Snake Society and is a veteran of World War I.

Mr. Wilkinson is a native of St. Louis, Mo., and attended St. Louis University. He was formerly assistant manager of the Milwaukee district of Johns-Manville and manager of the Philadelphia district. He went to New York in 1945 as manager of the Dealer Building Material Department. He is a member of Bonnie Briar Country Club, Larchmont, N. Y., Cornell Club of New York City, and the Touchdown Club of Washington, D. C.

Mr. Burnett is a native of Waukegan, Ill., and was first employed by Johns-Manville at their plant in that city. He is a graduate of Washington University, St. Louis. During the war Mr. Burnett was wartime manager of the Kansas Ordnance Plant, which was constructed at Parsons, Kans., and operated for the government by Johns-Manville. He is a member of the Wingfoot Golf Club, Mamaroneck, N. Y.

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UNION ASBESTOS & RUBBER CO.
Organization Changes

The Board of Directors of the Union Asbestos & Rubber Company has abolished the office of Chairman of the Board. This office was formerly held by L. L. Cohen, philanthropist and founder of the company, who died in October. J. E. Watters, President, will assume the duties formerly exercised by the Chairman of the Board.

John H. Balch has been elected Executive Vice President, and will also retain the position of Treasurer, but has resigned as Secretary. Stephen S. Steel, formerly Assistant Secretary, has been elected Secretary.

CAPE ASBESTOS COMPANY ACQUIRES FACTORY FOR PLUTO BOARD

The Cape Asbestos Company, Limited, of London, recently acquired the factory of the Uxbridge Flint Brick Co., Ltd., situated at Uxbridge, Middx, near London, for the purpose of extending its Asbestos Board Manufactures.

The Company has recently put on the market an asbestos-plastic sheet known as Pluto Board. This is an asbestos based board which is bonded under heat and pressure with a thermo-setting synthetic resin. It was developed during the war in response to a demand for a sheet material capable of replacing fire-proofed plywood, which had become very scarce, and the original requirements, therefore, were for a semi-flexible facing board, capable of being cut and fastened like plywood, and having a definite resistance to flame. Since its introduction on a commercial scale, however, it has rapidly established itself as having extremely valuable characteristics which place it in a unique class. In fact the special method of manufacture used for Pluto Board has resulted in a product which is said to combine the advantages of asbestos with those of "plastic" materials.

. . . —

P. E. COOMBES, Secretary of The Cape Asbestos Co., Limited, relinquished that post on January 1, 1947, to take up the appointment on the Board of the Uxbridge Flint Brick Co. (recently acquired by the Cape Asbestos Company) as Director and General Manager.

R. H. Dent will succeed Mr. Coombes as Secretary of the Cape Asbestos Company.

LT. COL. PETER E. CHANCE of Chance & Blanchard, announces his new address as Box 153, LaCanada, Calif. He was formerly located in New York City. Col. Chance will be remembered as Manager of the Brake Lining Manufacturers Association, before he entered the armed services in World War II.

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E. H. JEFFORDS, R-M OFFICIAL DIES

E. H. Jeffords, recent Director of Raybestos-Manhattan, Inc., and General Manager of General Asbestos & Rubber Division, North Charleston, S. C., died on December 12th at his home in Charleston, S. C., at the age of 71. He was unmarried.

Mr. Jeffords graduated from the Citadel, a southern military institute, and worked for Charleston banks and business houses before taking his first position (as bookkeeper) with the General Asbestos & Rubber Company on November 15, 1917. In this position he installed the company's first cost system. In 1927 he became Vice-President and General Manager of the Company which in 1929 merged with The Manhattan Rubber Mfg. Company and other companies to form Raybestos-Manhattan, Inc.

RUBEROID IN TEXAS

The Ruberoid Co., has acquired from Longhorn Roofing Products, Inc., at Dallas, Texas, on a tract of approximately 26 acres, an asphalt roofing plant and roofing felt mill, and will immediately proceed to add a complete unit for producing asbestos-cement products.

The new unit is expected to be completed in 1947 for the production of asbestos-cement roofing and siding shingles and Stonewall board.

The purpose in acquiring the Dallas property was to provide more comprehensive service to building material distributors in the Southwestern states, and is in line with Ruberoid's policy of decentralizing its operations by locating its factories at important distributing centers in different parts of the country.

C. B. Lundin has been appointed District Sales Manager at Dallas and will operate under the direction of E. J. O'Leary, Sales Manager of the Southern division. Stanley Woodward, Vice President of the company, with headquarters at Baltimore, is in general charge of all operations in the Southern division.

• • • —

THE HERCULES FILTRATION FACT FINDER, four page house organ of the Hercules Filter Corporation of Paterson, N. J., devotes three pages of its September 1946 issue to the subject of asbestos. The front cover contains a very fine photograph of a piece of asbestos rock.

"ASBESTOS IN SOUTHERN RHODESIA—How a Great Industry was Developed", by Noel H. Griffin, traces the history of the several asbestos mines in that country. The article appears in the November 16, 1946 issue of the South African Mining & Engineering Journal (published at 201 Jubilee House, Simmonds Street, Johannesburgh, Union of South Africa), and is continued in the November 23rd issue of that Journal.

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ASBESTOS LIMITED, INC., ELECTS NEW OFFICERS

Changes in the organization of Asbestos Limited, Inc., have been announced, the new officers elected being R. R. Galloway, President; H. J. Dowd, Vice President; Geo. H. Rhinehart, Vice President; F. J. Quinn, Secretary and Treasurer.

The firm will devote all its energies henceforth to the making and selling of Asbestos-cement products, having closed out that part of the business having to do with the importing and selling of asbestos crudes and fibres.

Mr. Galloway, who will now direct the policies of Asbestos Limited, has been in the building material business for the past 24 years, all of which time he was connected with Certainteed Products Corporation.

Mr. Dowd was formerly President of Certainteed Products Corporation, and is Chairman of the Board of Bendix Home Appliances, Inc.

. . . —

PALMETTO PACKINGS is the title of a most attractive 20 page booklet recently published by Greene, Tweed & Co. Done in green with illustrations and descriptions printed in black, it gives the full line of Palmetto Packings produced by the Company. A copy can be obtained by request on business letterhead to the Company at Bronx Blvd. & 238th St., New York 66, N. Y.

MANHATTAN RUBBER MFG. DIVISION at Passaic, N. J., offered to its 4000 employees the opportunity of taking influenza injections, the injections being given at the plant hospital under the direction of Dr. J. M. Keating, plant physician. The vaccine was given free of charge to all employees who elected to take it.

STANDARD ASBESTOS MFG. CO. of Chicago recently purchased the entire square block of industrial property on the Near North Side bounded by Eastman Avenue, Kingsbury Street, Evergreen Avenue and the north branch channel of the Chicago river, according to announcement by its President, Matthew J. Fitzgerald. Half of the property contains a 3-story heavy mill construction, all-sprinklered building with slightly more than 100,000 square feet of floor space, erected in 1921. The remaining part of the property is vacant for future building expansion.

The company at present has three separate plants in Chicago—pipe and boiler covering factory, warehouse and storage and paper mill. They plan to consolidate the three at one location. The property cost approximately $500,000.

JOHN H. MERRELL, Vice President of Raybestos-Manhattan, Inc., with Mrs. Merrell, of Chicago, Ill., left LaGuardia Field, New York City, December 23rd, by plane for Cairo, Egypt, to spend the Christmas holidays with their daughter and son-in-law, Mr. and Mrs. Gordon Loud, after which they will proceed to India and other Near East points of interest.

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UNION ASBESTOS & RUBBER CO. reports sales for the quarter ended September 30th, of $1,359,402, with net income of $94,821, or 20c a share. For the nine months sales were $3,946,743, with net income of $287,289, or 60c per share.

"MINING IN SOUTHERN RHODESIA—Difficulties That have to be Faced" was published in the November 9, 1946 issue of the South African Mining and Engineering Journal, published at 201 Jubilee House, Simmonds St., Johannesburg, Union of South Africa.

"CLOTH OF STONE" is a well written, and attractively illustrated article appearing in the December 1946 issue of "Nature Magazine" by the American Nature Association at 1214-16th St., N. W., Washington 6, D. C. The author is Eugene W. Nelson. It gives briefly the history of asbestos from the "asbestos socks" story to the present time uses of asbestos cloth for fire fighting suits and upholstery.

. . . —

The period of its greatest activity in history lies ahead of the construction industry. At no single time has there been the tremendous demand for all types of construction which now faces the Industry.—H. E. Foreman, Managing Director of the Associated General Contractors of America. .

BOOK LIST

Asbestos Mining Methods. By C. V. Smith. (Reprint) 16 pages. 25c per copy, discount in quantities of 50 or more.

Milling Asbestos. By J. C. Kelleher. (Reprint) 16 pages. Companion article to Asbestos Mining Methods. Both should be in every Asbestos Library, 25c per copy, discount in quantities of 50 or more.

The Asbestos Factbook, 16 pages. Information in compact form on origin, facts, locations, uses, analyses, qualities, 10c per copy.

Canadian Chrysotile Asbestos Classification. Including latest Quebec Testing Method. 30c.

Twelve Estimating Tables, with Chart. Convenient in figuring flange fittings and other areas. $1.00 per set.

Manual of Unit Prices (for figuring pipe covering and blocks) 30c per copy postpaid.

Processing Asbestos Fibres. 8 pages. (Reprint) 25c per copy

Tests for Cotton Content. 4 pages (Reprint) Describing several methods of testing asbestos textiles for cotton content. 10c per copy.

Chart—Dollars Cost of Uninsulated Pipe. (Reprint) 20c each.

Asbestos: A Magic Mineral, by Lilian Holmes Strack. Written especially for school children but every Asbestos Library should have a copy. $1.00 per copy. (This book has been out of print but is now again obtainable.)

Order any of the above from "ASBESTOS", 17th Fl., Inquirer Bldg., Philadelphia 30, Pa.

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PATENTS

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

Copies of patents can be obtained by sending 25c (in coin) to The Commissioner of Patents, Washington, D. C., giving the patent number, date issued, name of patentee and name of invention.

Bearing Stave. No. 2,409,267. Granted on October 15, 1946 to Thomas L. Gatke, Oak Park, Ill. Application January 18, 1943. Serial No. 472,747.

The method of making molded composition bearing staves of the type having unsealed bearing faces in which layers of treated fabric are arranged in edgewise relation to the bearing faces which consists in molding two of the plies in a single striplike blank in a press with the pressure applied to the blank in a direction perpendicular to the layers and with the greatest pressure localized in the portions of the blank which ultimately become the bearing faces of the staves, etc.

Self-Insulated Conduit. No. 2,410,308. Granted on October 29, 1946 to Clemens G. Scharwath, Long Branch, N. J. Application September 11, 1913. Serial No. 501,931.

A self-insulated conduit comprising an inner conduit adapted to conducting a fluid, staggered lugs projecting outwardly therefrom, an outer shell, lugs projecting inwardly therefrom onto the lugs projecting from the inner conduit and insulation between the inner conduit and the outer shell.

Applying Asbestos to Wire. No. 2,410,815. Granted on November 12, 1946, to Kenneth A. Falconer, Auburn, Mass. Application October 10, 1942. Serial No. 461,596.

In the manufacture of insulated electric conductors the method which comprises advancing a conductor lengthwise, continuously feeding a fleece of loosely associated, substantially parallel fibres of asbestos in a direction approximately normal to the line of travel of said conductor, exerting a combined longitudinal and centripetal force on the fleece whereby it is compressed circularly and advanced longitudinally while supported out of contact with the advancing wire and then circularly compressing the thus condensed fibrous mass directly around the wire whereby the substantially parallel association of the fibres of the fleece is not disrupted to any material extent so that the density of the fleece is not lessened by fibre disentanglement.

METAL WINDOWS

Steel — Aluminum — Bronze

Large Stock — ALL TYPES

STEEL SASH SALES & SERVICE

Weehawken, New Jersey

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BEWARE OF BOOBY TRAPS!

A Lesson In Selling

All of the booby traps aren't on the fields of battle. Not only soldiers are caught unawares by them, but salesmen too. They are the innocent looking articles—the book on the table, the souvenir-helmet on the field, that the soldier reaches for without thinking, only to set off a mine the minute he lifts it up.

In a salesman's life, booby traps aren't objects, they are more often "objects in the mind."

For example, take the asbestos salesman who becomes *unsold* on his sales manager. It seems an innocent enough occurrence. As he rises in his own esteem, he lets his estimation of the sales manager drop and drop; instead of obeying orders, he does more and more things on his own authority. For awhile he seems to be sitting pretty, then Boom!—the bobby trap explodes in his face. He's got himself in bad; he's got the company in bad. All he can do is crawl back to his superior and admit his fault, his error in judgment.

Another common booby trap is that of dishonesty, Every year it takes a high toll among the salesmen of the country. They think they have a smart "racket" to beat the company out of a little here, a little there; they think they have discovered a faster route, a shortcut, to larger incomes. But that shortcut is dotted with booby traps. Again, Bang! and booby trap goes off, ruining the too smart salesman's career.

Sometimes competitors in the same line of selling set booby traps for gullible salesmen. They go out of their way to meet them on their trips; they set up the drinks, pay for the entertainment. Seeming to impart good tips, they draw important information from their victim, give him wrong steers. It may be months before this particular type of booby trap completes its work and the bewildered salesman may never know what hit him that caused him to lose some of his best accounts.

The terrain over which an asbestos salesman works is infested with booby traps of one kind or another. The salesman must be on the alert to avoid them.

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AFTERTHOUGHTS

¶ Carosel towels made by the U. S. Rubber Company, (see page 18) are covered by Patent No. 2,413,964, granted on January 7, 1947.

. . . —

¶ The display of Raybestos products—new friction materials, riveting machines, wheel pullers and other brake relining equipment,—was said to be one of the more attractive exhibits at the A. S. I. Show held recently in Atlantic City.

. . . —

¶ Another blending article will be published in our February issue, title—"Blending Asbestos with other Fibres" written by G. E. Houghton, Textile Superintendent of The Garlock Packing Company.

. . . —

¶ We are especially in need of photographs—if you have any interesting and recent takes of asbestos products or processes, please contact us at once.

. . . —

¶ Our Service Department has had more than the usual calls during the past two or three weeks. We have been asked to supply addresses; one firm found some of our statistics especially useful when we made up for them some special figures; we have had two or three callers who were surprised at the wealth of data found in our reference files. We are never too busy to respond to such calls for information; often the contacts help us as much as the service benefits our visitors or correspondents.

. . . —

¶ The 53rd annual meeting of the American Society of Heating & Ventilating Engineers will be held in Cleveland, Ohio, January 27th to 30th, headquarters at the Hotel Statler. At the same time the 7th International Heating & Ventilating Exposition will be held at Lakeside Hall. And on January 29th and 30th, the National Warm Air Heating & Air Conditioning Association will convene at Hotel Cleveland for its 33rd Annual Convention.

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CURRENT RANGE OF PRICE

As of January 10, 1947

Canadian—	Per Ton (2000 lbs.) f.o.b. Mine	
Group No. 1 (Crude No. 1)		$800.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry	$275.00 to	495.00
Group No. 3 (Spinning or Textile Fibre)	155.00 to	286.00
Group No. 4 (Shingle Fibre)	75.00 to	102.50
Group No. 5 (Paper Fibre)	52.50 to	59.00
Group No. 6 (Waste, Stucco or Plaster)		39.00
Group No. 7 (Refuse or Shorts)	17.50 to	34.00
Vermont—	Per Ton (2000 lbs.) f.o.b. Mine (In U. S. Funds)	
Shingle Stock Fibres	$75.00 to	$83.00
Paper Stock Fibres	52.50 to	59.00
Waste		39.00
Floats		24.00
Shorts	18.50 to	35.00

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 material which do not conform to the regular standards of No. 1 Crude or No. 2 Crude.

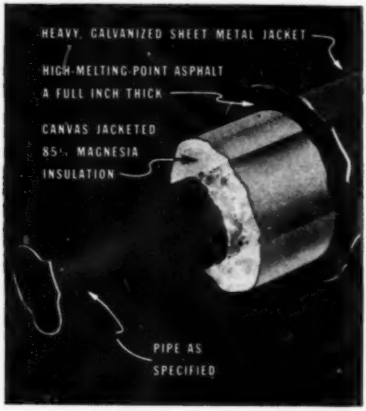
ASBESTOS STOCK QUOTATIONS

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

		December 1946		
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	44½	50½	50½
Armstrong Cork Co. (Pfd.)	np	93	105	104
Asbestos Corp. (Com.)	np	27	28⅛	27½
Asbestos Mfg. Co. (Com.)	1	3	3⅜	3
Celotex (Com.)	np	25	31⅞	31½
Celotex (Pfd.)	20	20¼	21	20½
Certainteed (Com.)	1	17¼	20⅞	20⅞
Flintkote (Com.)	np	29⅜	37⅞	37⅜
Flintkote (Pfd.)	np	105⅝	111	107¾
Johns-Manville (Com.)	np	125	136¾	136¾
Johns-Manville (Pfd.)	100	117	135	123
Raybestos-Manhattan (Com.)	np	32	35	34¼
Ruberoid (Com.)	np	53	57¼	56½
Thermoid (Com.)	1	10½	12¼	12
Thermoid (Pfd.)	50	55	57½	55¼
U. S. Gypsum (Com.)	20	100	111½	105⅜
U. S. Gypsum (Pfd.)	100	186	194½	188
U. S. Rubber (Com.)	10	49	56½	53¾
U. S. Rubber (Pfd.)	100	145¾	155	149

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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.

Send for the special Ehret booklet on D. I. P. It contains full details on this modern system for underground insulated piping.

EHRET MAGNESIA MANUFACTURING COMPANY

VALLEY FORGE • PENNSYLVANIA

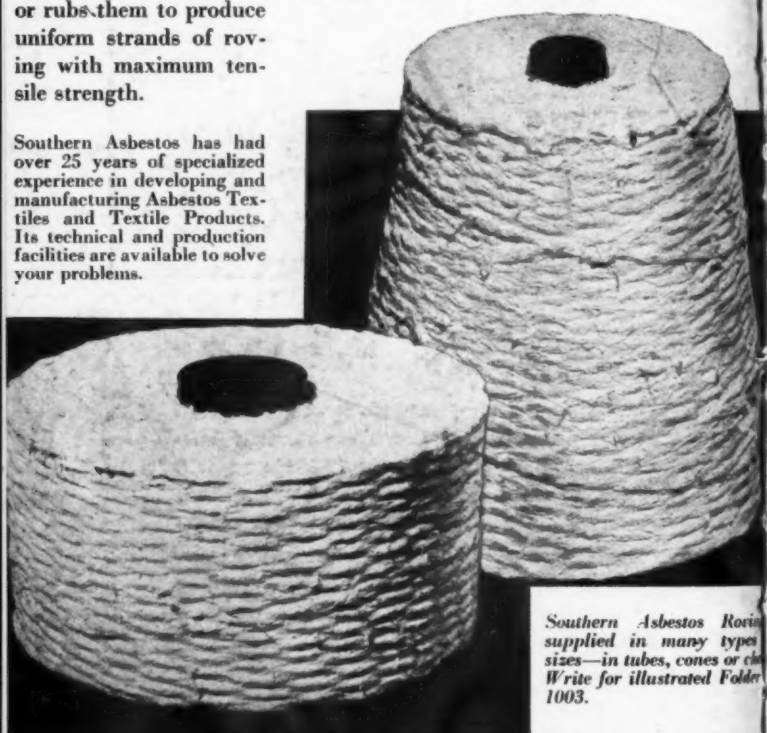
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SOUTHERN ASBESTOS

ROVING

Southern Asbestos Roving—a single cord of untwisted asbestos fibre—is widely used to flame-proof many types of electrical wires and cables. Carefully selecting the proper fibres, Southern cards them and condenses or rubs them to produce uniform strands of roving with maximum tensile strength.

Southern Asbestos has had over 25 years of specialized experience in developing and manufacturing Asbestos Textiles and Textile Products. Its technical and production facilities are available to solve your problems.



Southern Asbestos Rovin supplied in many types sizes—in tubes, cones or cl Write for illustrated Folde 1003.

A COMPLETE LINE OF ASBESTOS TEXTILE PRODUC

THREAD • CORD • CLOTH • ROPE • YARNS • CARDED F
TUBING • LISTING TAPE • WICKING AND OIL BURNER W

SOUTHERN ASBESTOS COMPANY • CHARLOTTE 1 N

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