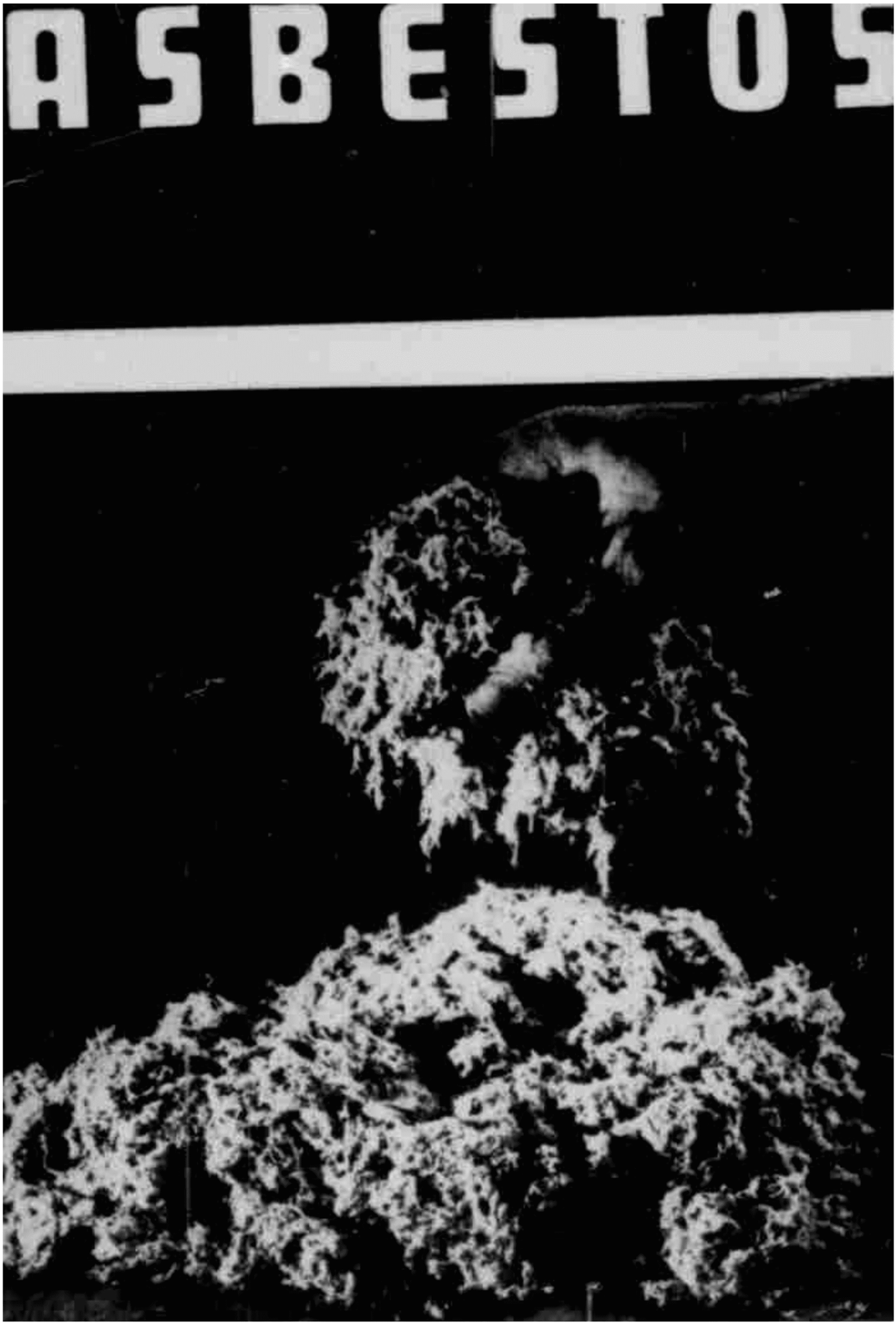


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OPERATIONAL EFFICIENCY AS A COST COUNTER

By: W. E. Sinclair, M.I.M.M.

(Mr. Sinclair is Consulting Engineer to Putten's Asbestos Corporation Limited.)

The upsurge in working costs is directly and indirectly responsible for a number of problems in the productive sphere of the asbestos industry, and it so happens, that the cause of a general rise in costs is largely outside the control of producers. And yet, it rests with the producer to take steps to avoid a position that will inevitably end in diminishing profits or even a dead loss.

The steady increase in wages and the rising cost of essential stores and equipment are rarely offset by a higher price for asbestos, indeed, the position is more often aggravated by over-production and a falling demand due to a flooded market. In some cases this is caused by a step-up in output by companies of substance as a counter to a general fall in unit prices. Such action can only prove to be a temporary expedient and a one-sided step that is beneficial only to the large company concerned who is usually essentially independent and not immediately affected by the upset condition of world markets. There is a certain boomerang effect, however, that will be felt by these companies in exactly the same way as that suffered by the smaller companies who are not always in a position to stand up to such adverse effects in industry.

These not infrequent conditions may result from over-production because of low prices, as suggested above, but the immediate danger lies in the possible flooding of markets by Russian asbestos. This poses a rather serious threat, in addition to the unsettled state of world politics and the consequent uncertain pace of industrial progress.

The perfect answer to the problem is fairly straightforward, namely, to put asbestos production on a sound and stable footing that will enable producers in every category to carry on in the face of any industrial recession, no matter what the cause. The question, however, is how can this be done? It is obvious, of course, that the solution can only be resolved by the producers themselves since no

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individual or body can control the vagaries of world markets and prices as these are affected by an unbalanced order of supply and demand.

To continue profitably production and the maintenance of steady productive activities in every sphere, allowance most obviously be made by producers according to the economic scale of their operations, the size of the project and the quality and value of the fibre grades available and other relevant conditions. An important factor in this question is whether the mining company is one that operates its own factory or whether an independent concern that deals on the open market, as is the case of most small mines. In the latter category, and in the case of all marginal mines, the whole question is one of critical concern to the management.

As a general means of achieving steady profitable operations, it would seem that the only positive step consists of the institution of a plan of working efficiency aimed directly at lowering costs in every possible way. This means the maintenance of the normal productive effort but at a higher tempo and a reduced cost factor.

Profitable working depends not only on operating costs but on the price obtained for the product won. Theoretically, the price of a commodity should be fixed by the cost of producing it. In practice, however, this is strongly influenced by supply and demand; in asbestos, the price is controlled to a great extent by the quality and by the manufacturers.

As a safety measure to ensure economic production, operations should be based on average low price levels allowing a safe margin for price fluctuations that unfortunately are a feature of conditions of artificial stimulation or depression.

To counter the possible weak price periods, operational charges in asbestos production must obviously be based on the most efficient and economic working principles to secure low costs. In large mines this can be obtained by well directed mass production, but the smaller producer must study efficiency in greater detail particularly as to the most effective methods and reliable and close supervision. Preventive measures against wastage of both ore and materials

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are an essentital part of the whole. As a guarantee of effective results good management is a vital requisite.

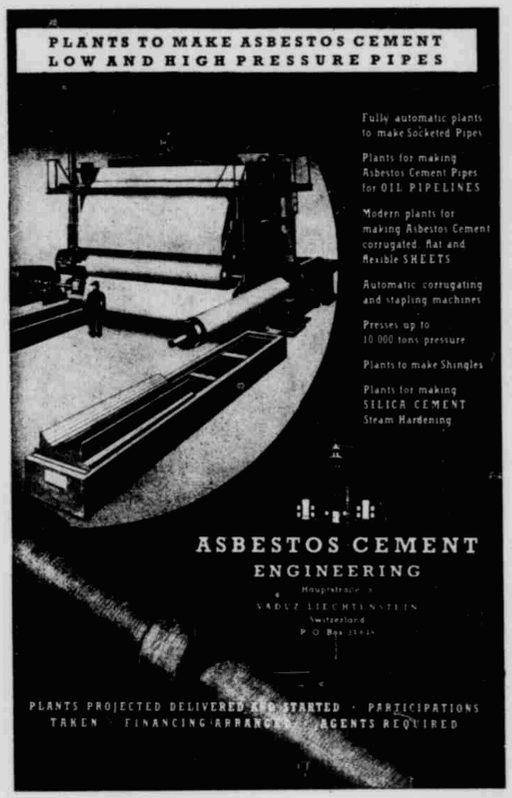
Considering the various conditions common to different mines and often, even in the same mine, spheres of practice differ considerably. Quite apart from the practical aspect, other factors enter into the question as, for instance, fibre distribution. This in most mines, is inclined to be erratic, but even where the dispostion is fairly regular, study of different zones often shows extreme variation in asbestos values. In such cases, it is only the relative proportion of the high and low values in any given area that gives a high or low economic value. In these circumstances, no regularity of returns can be assured from any one mine except as a mean taken over the extraction of an extensive number of working faces scattered over large areas or, alternatively, an apparently uniform average output considered over long periods.

Indirectly, the basic methods of mining employed often assume a considerable influence on the matter of uniform grade extraction, (and therefore cost per ton won) as this affects the working of different areas, stopes or blocks, to ensure an average and regular economic tonnage value.

It is well known that in every mine there is an element of uncertainty in the persistance of value conditions. These are rarely predictable and profitability may depend on the technique adopted to a changing outlook. These conditions have a decided effect on cost structure.

To turn to the more practical aspect of cost control, it would naturally be unrealistic and rarely feasible to consider changing a mining system to attain greater efficiency. However, modification of existing methods to attain greater flexibility is sometimes possible. In this way, for instance, waste sorting to assist in ground support alone has proved a certain economic gain and, at the same time, a step-up in ore values. There are other advantages to be gained from sorting underground (when this can be done) and it is certainly a step worthy of consideration in the right circumstances.

It has been suggested that underground sorting may be classed as a form of selective mining. This is possible,



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especially where methods of re-suing can be practiced. It proves an efficient system of stoping. Selective operations that consist of the deliberate mining of nothing but high grade ore, is nothing but robbing the reserves to the ultimate detriment of the future of the mine, and therefore, is a practice to be frowned upon.

A change of existing methods may, in some cases, provide a means of introducing mechanical plant or other operational schemes to increase efficiency. This point gives rise to the vexed question of the limiting factors in the economic utilization of mechanical plant in the many different and difficult mining conditions. Admittedly, a careful study of the question is most important to achieve effective results.

The simple fundamentals essential in the application of mechanical plant to achieve maximum efficiency is that every machine must be kept fully employed and all ancillary equipment used on the job must be on a common rated output capacity. The selection of machines for any operation must be guided by the fact that effective results are, in most cases, more important than mechanical efficiency. This depends on local conditions, a point that also applies to whether mechanical plant is fully justified. There are circumstances when the work contemplated is limited to isolated patches or limited in extent, then manual operations are indicated if labor is available.

Another factor having a marked bearing on the subject and also on the question of the system employed, is that of ground support. This more often than not, is governed largely by the geological and petrographical nature of the deposit. A weakness in the rock structure may make the need for adequate hanging wall support in stopes a vital requisite. As the use of timber for this purpose is to be avoided (because of fibre contamination), waste from underground sorting constitutes a substantial saving, as already suggested. Where this is not a feasible procedure, the costly use of concrete supports, steel or modern hydraulic props, is today being superseded by the use of roof bolting methods, which is proved to be more economical and besides offers decided advantages in other respects.

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To refer once more to the application of mechanical plant in different mining systems, the increased tonnage resulting from modern long hole drilling, and other improved methods, must be handi efficiently. Cleaning, scraping and loading, not only to handle the broken ore but to keep pace with face advance is a most important consideration to achieve economic results. Here again the selection of scrapers and mechanical loaders to ensure maximum efficiency is an important matter.

Transportation is obviously a normal part of the handling of larger tonnages. This may mean larger trucks and the equipping of haulages for high speed movement and, in many cases, better layouts for specialized traffic. In this section, efficient control of traffic is rarely attained without a system of communication to ensure smooth and continuous operation.

In addition to other avenues of operational practice that might offer scope for the employment of efficient methods, there is the important question of salaries and wages, a heavy cost item. Alongside this there exists that of commodity prices, both of which present a difficult problem for the manager in every producing concern.

A supplementary measure that might reasonably assist in overall efficiency is that of lighting. Poor lighting is but one factor that is a definite handicap to close inspection and this, and supervision tend to lose their edge in the daily round of routine duties. Frequent stimulation of pointed interest may often disclose incipient weaknesses in general organization and, therefore, operational deficiencies.

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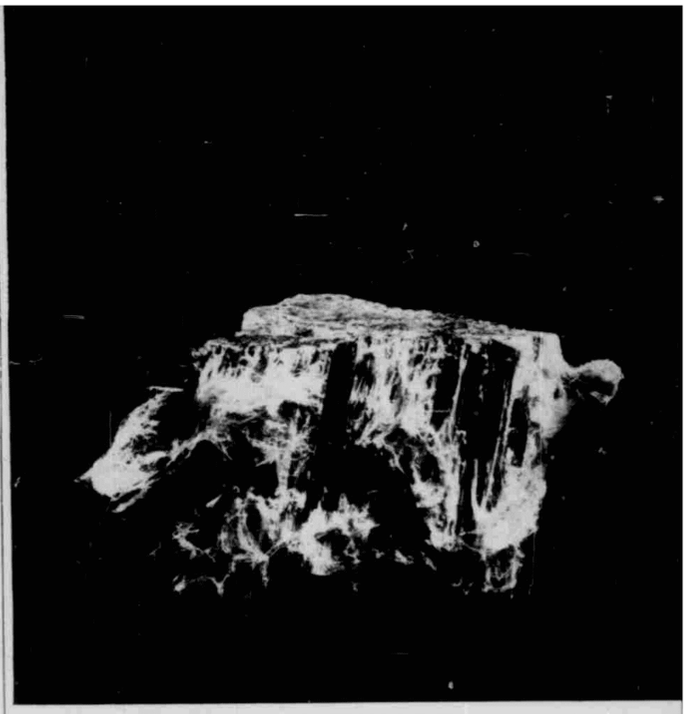
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MERGER

Asbestos Corporation Ltd./Johnson's Co. Ltd.

Canada's two oldest asbestos-producing companies announced an agreement to integrate personnel and production facilities at their respective mines. Involved in the merger are Asbestos Corporation Limited and Johnson's Company Limited, together with its subsidiary company, Johnson's Asbestos Company.

Purpose of the integration is to maintain for the next quarter-century the highest employment level possible at the companies' mines in Thetford Mines and Black Lake.

Signing of the agreement was jointly announced March 20th, 1964, by A. L. Penhale, President and Managing Director of Asbestos Corporation Limited and A .S. Johnson, President of both Johnson's companies.

The merger agreement calls for the acquisition of the Johnson's companies assets by Asbestos Corporation in return for 55,000 4½ percent Cumulative, Convertible, Preferred shares with a par value of $100 each, and of 300,000 no par value common shares of Asbestos Corporation. The increase in Asbestos Corporation's authorized capital by the creation of preferred shares must be sanctioned by shareholders at a special general meeting to be held on April 24th, 1964, and it has to be thereafter confirmed by supplementary letters patent. The agreement will be submitted to the shareholders of the Johnson's companies.

In a joint statement, Messrs. Penhale and Johnson explained, "pressing economic conditions have made the consolidation of our three companies extremely desirable and in the best interests of our employees, the Thetford Mines and Black Lake communities at large and of our customers and shareholders. This is the only solution whereby we can reduce our production costs to a level at which we can continue to compete effectively with other producers, both Canadian and foreign in world-wide markets. Serious operational restrictions caused by the location of the mines which conduct operations in the same orebodies would have resulted in substantially reduced production. If this consolidation had not taken place, there would inevitably have

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been substantial curtailment in the operations of the properties, which would have resulted in the lay-off of some 1,400 employees within the next five years. The acquisition of the Johnson's mines will assure Asbestos Corporation of additional ore reserves of from 40 to 45 million tons, equivalent to nearly 50 percent of the reserves already held by Asbestos Corporation, excluding the northern Ungava orebody at Asbestos Hill. Such concentration of reserves will greatly extend the productive life of the mines and will permit the extraction of ore in the boundary areas between the properties which could not otherwise be removed. This in itself will contribute substantially to long term maximum employment and will prolong the economic life of the communities. The integration of personnel and production facilities by Asbestos Corporation and Johnson's companies will entail some reduction in the combined working force of 2,700. It is planned that all five mills will continue to operate five days a week until July. The immediate reduction of the working force will be in the nature of about 150 employees followed by further progressive reductions to an aggregate total of approximately 600. While this creates serious problems in the community, it is far less serious than the full impact of the loss of some 1,400 jobs which would have eventually resulted had the integration not taken place. It is the intention that the employees of the three companies will be treated on exactly the same footing, and seniority will be respected regardless of previous company affiliation. Every effort will be made to help those laid off to find other employment."

The two company presidents also announced the payment of a voluntary grant which, in the majority of cases, could amount to $1,800. This is in addition to payments for earned vacation and to regular unemployment insurance benefits.

Asbestos Corporation will also undertake a massive campaign to assist in the re-employment of laid-off asbestos workers by other companies. In particular, it will appeal to other asbestos industry members, other mining companies, construction and road-building firms and to government departments.

Messrs. Penhale and Johnson also announced the com-

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panies hope to establish, with the support of government and educational authorities, a retraining program designed to better prepare laid-off workers for comparable jobs in other industries.

Together with the two Johnson's mines, Asbestos Corporation Limited will have a capacity of roughly 25 percent of present Canadian asbestos output. The three merging companies, which contribute substantially to the economy of the Province of Quebec, are the only Canadian asbestos-producing corporations to be financially controlled by Canadians.

Canadian asbestos mines which once produced 85 percent of the world's output now have a 40 percent share of world markets due to the development of large overseas deposits, notably in Russia and in southern Africa.

ASBESTOS CORPORATION LIMITED, Thetford Mines, Quebec, Canada, acquired the assets of *Murray Mining Corporation Limited* and its wholly-owned subsidiary, Keewa Quebec Mines Limited. Prime asset of Murray Mining is the Asbestos Hill orebody in Northern Ungava. Under option to Asbestos Corporation for the past two years, the asbestos deposit is located 40 miles south of Hudson Strait and 1200 miles due north of Montreal. Over $4,500,000 have already been spent by Asbestos Corporation and Murray Mining on exploration, development work and feasibility studies at the Ungava orebody.

In their joint statement announcing the acquisition, A. L. Penhale, Asbestos Corporation President and E. T. Donaldson, Murray Mining President, declared, "Suitable arrangements, including financing and the question of government assistance for necessary public works, must be made before a decision can be taken to implement plans for development of the property. Following such a decision, an estimated four to five years will be needed to bring the property into development."

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BUILDING

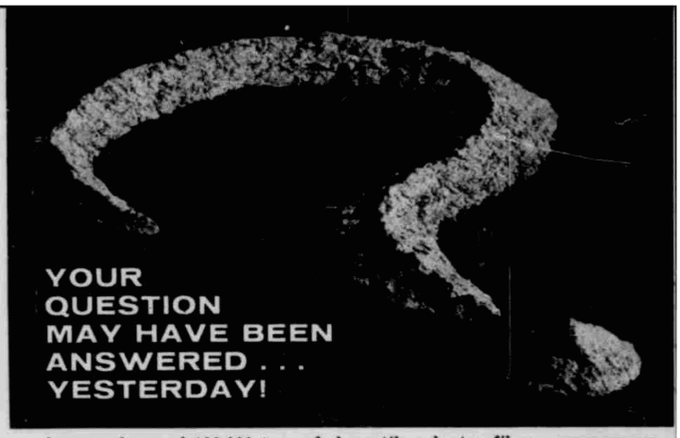
According to F. W. Dodge Company, a division of McGraw-Hill, Inc., the value of construction contracts in the United States during January 1964 (with percentage changes from January 1963) totalled $3,346,110,000, up 20%—nonresidential building, $1,157,511,000, up 14%; residential building, $1,372,429,000, up 10%; and, nonbuilding construction, $816,170,000, up 59%.

The value of construction contracts in the United States during February 1964 (with percentage changes from February 1963) totalled $3,201,304,000, up 10%—nonresidential building, $1,082,179,000, up 8%; residential building, $1,426,762,000, up 17%; and, nonbuilding construction, $692,363,000, down 1%.

SYSTEMS ENGINEERING EXPOSITION & CONFERENCE, the first in its field, will be held at the New York Coliseum, June 8th through 11th, 1964. The conference will be sponsored by the *Systems Engineering Institute*, a non-profit corporation now in the process of being organized, whose principal purposes will be to bring about an effective exchange of information in the science and techniques of systems engineering through the medium of conferences, seminars, workshops and study groups; the publication of proceedings of conferences; the granting of awards for accomplishments, and the stimulation of educational projects in the field of systems engineering.

This new industrial show will be produced annually by Clapp & Poliak, Inc. and will alternate between New York and Chicago.

ASTM—The 67th Annual Meeting and 16th Materials Testing Exhibit will be held at the Conrad Hilton Hotel, Chicago, Illinois, June 21st through 26th, 1964.



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MARKET CONDITIONS

GENERAL BUSINESS.

General business continues good although the rather sharp improvement noted several months ago has not continued at the same pace. There has been a levelling-out in some lines but, with the advent of spring, construction activities in the Northern States should pick up appreciably. Many corporations will shortly report their first quarter earnings and the stock market, quite active at historic high levels, indicates that investors expect such reports to be generally very good.

ASBESTOS—RAW MATERIAL.

Quebec asbestos fibre shipments for the Industry during February 1964 totalled 64,836 tons, an increase of 7,984 tons or 13% over the same period last year.

Year to date shipments at 134,606 tons are running 21,070 tons or approximately 18% ahead of the same period last year.

ASBESTOS—MANUFACTURED GOODS.

Asbestos Textiles. The asbestos textile industry is continuing to operate on an overtime basis in an attempt to keep up with the demand. Even so, mills are being hard pressed to meet customer needs. With the high demand for textiles continuing, there is every evidence that the price increases effective early in 1964 will hold firm in the months ahead.

Asbestos Brake Lining. The markets for both O.E.M. Sales as well as Replacement Sales are still running at near record levels and prices are somewhat firmer. This outstandingly good condition should result in a slight improvement of profits. The Brake Block Market is becoming more profitable as performance requirements allow for sale of premium blocks.



Information and samples may be obtained from your Carey Asbestos Fibre Sales Engineer or by contacting Carey-Canadian Mines, Ltd., P. O. Box 15095, Lockland, Cincinnati 15, Ohio, or The Philip Carey Company, Ltd., Ville St. Laurent, Montreal 9, P.Q., Canada.

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Asbestos Paper & Millboard. The demand for these products continues at a steady pace with only normal month-to-month fluctuations. This condition is expected to continue during the coming months.

Asbestos Saturated Paper. This market is seasonally good and should remain so during the next quarter.

High Pressure Insulation. The demand for high temperature insulations remains strong; however, competition is still severe and selling prices are weak. A high volume of business is expected throughout the year.

Low Pressure Insulation. The present market for this product is very strong and 1964 is expected to be a record year in demand.

Asbestos Cement Shingles—Roofing & Siding. There is a considerable interest in asbestos-cement roofing for churches, fire houses, apartment buildings and schools. There is also an increase in the use of asbestos-cement siding in combination with brick and stone for new house construction. This trend is expected to continue during 1964.

Asbestos Cement Pipes. The market is strong for all types of asbestos cement pipe products. Despite heavy demand for sewer pipe, depressed prices continue and competition is extremely active. Inventories are low due to an unprecedented early demand for pipe products and favorable construction weather. 1964 is expected to be a record-breaking year in the asbestos cement pipe industry.

The above comments have been made by various informed executives in the Industry. All comments are welcome.

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Non-Woven Asbestos Fabrics

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Gold Bond Asbestos Fibres: COMPLETE OVERSEAS COVERAGE BY ESTABLISHED REPRESENTATION.....



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Oy Connector A/S
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1, rue Volney
Paris

NORWAY
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P. O. Box 166
Oslo

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Apartado 2457
R. dos Douradores, 107
Lisboa 2

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Pablo Aranda 18
Madrid

SWEDEN
A. B. Industrimetoder
P. O. Box 5168
Stockholm 5

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121 Richmond Street West
Toronto, Ontario, Canada

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Tennant Argentina S.A.I.C.
Avenida Cordoba 333
Buenos Aires

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Tokyo Central
Tokyo

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asbestos fibres

For further information, write National Asbestos Mines Ltd., Thetford Mines, P. Q., Canada. (Subsidiary of National Gypsum Company.)

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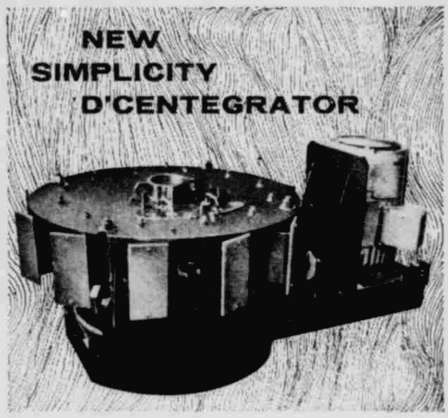
AUTOMOBILE SALES

	January 1964
Passenger Cars	726,156
Motor Trucks & Buses	133,458
	859,614

In January 1963 a total of 790,993 motor vehicles were sold. In the year 1963 the total was 9,100,436. These figures were supplied by the Automobile Manufacturers Association, New Center Building, Detroit, Michigan.

R/M PACKING — A Raybestos-Manhattan braided asbestos packing installed in a pump which handled an oyster shell slurry on a dredge in Florida's Tampa Bay, resisted the slurry's abrasion, reduced packing maintenance manhours by more than 30%, and increased the annual quantity of slurry handled by more than 6,000 tons. The packings, designated *R/M 363* although originally designed for paper mill applications, have proved successful in handling a variety of chemicals, solvents, hot water, steam, and oils, as well as such abrasive slurries as asbestos-cement and the Florida oyster shells. This premium grade packing is made of square-plaited braided asbestos containing a solid, chemically resistant, graphite-free lubricant.

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OTHER MINING INDUSTRY EQUIPMENT: vibrating screens, feeders, grizzly feeders, scalpers, crushers, conveyors.

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CANADA: Simplicity Materials Handling Ltd., Guelph, Ont.
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ASBESTOS GOES AROUND THE WORLD—Upon visiting asbestos buyers all over the world, Canadian author Jeanne Danard wrote a series of articles which was first published in "The Asbestos Producer" and later appeared in "ASBESTOS". This series has been compiled in booklet form (written in both French and English) and can be obtained at 55¢ per copy from: Quebec Asbestos Information Service, Suite 220, 1255 University Street, Montreal 2, Quebec, Canada.

ASBESTOS MINING METHODS, by C. V. Smith, a 16-page phamphlet describing the various methods employed in mining asbestos, and, MILLING ASBESTOS, by J. C. Kelleher, companion article to Asbestos Mining Methods. 16 pages, are available at 25¢ each from "ASBESTOS", 807 Western Saving Fund Building, Philadelphia, Pennsylvania 19107.

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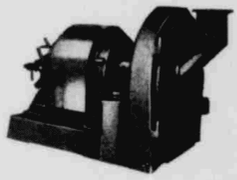
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These mills are adaptable to many specific purposes. We engineer installations to meet your requirements. Bauer experience in both wet and dry milling and our research facilities are at your service to help solve your production problems. Ask for Bulletin G-3.



Bauer-McNett Classifier — The Quebec Asbestos Mining Association has set up test methods, using this classifier in wet analysis, to determine size, length, distribution and dust content of asbestos fiber. Ask for Bulletin P-8-A.

The Bauer Bros. Co. Springfield, Ohio

In Canada: The Bauer Bros. Co. (Canada) Ltd., Brantford, Ont.

Export Agents: M. Neumunz & Son, Inc., 90 West Street, New York 6, N. Y.

PRODUCTION

Australia—The Bureau of Mineral Resources has issued "The Australian Mineral Industry" for the 2nd quarter of 1963 containing the following production statistics on asbestos: Production totalled 3,049 short tons (Chrysotile—206 & Crocidolite —2,843).

Republic of South Africa—The Department of Mines has issued its Quarterly Information Circular for the 3rd quarter of 1963 containing the following production statistics on asbestos: Production totalled 51,795 short tons (Amosite—20,057, Chrysotile—6,875, Cape Blue—22,155 and Transvaal Blue—2,708).

RUBBER RINGS

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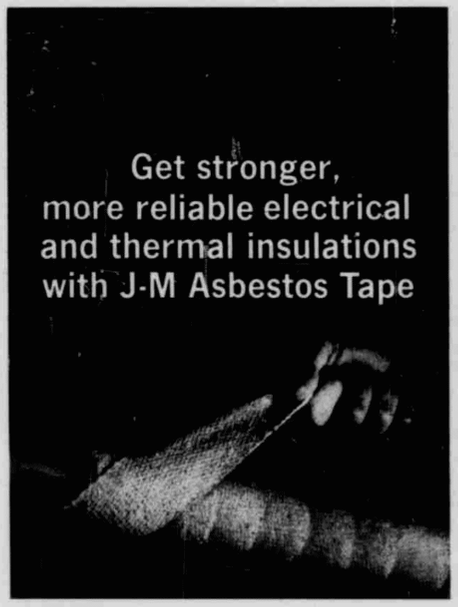
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IMPORTS & EXPORTS

Imports Into U.S.A.

(Figures by Bureau of the Census)

December 1963

Unmanufactured Asbestos:	Short Tons
From: Canada	48,668
Republic of South Africa	4,122
Rhodesia & Nyasaland	1,068
United Kingdom	50
Yugoslavia	496
Other Countries	70
	54,474

Valued at: $5,719,117

By Grades:

Amosite, Crude, Republic of South Africa	1,167
Rhodesia & Nyasaland	340
Crocidolite (Blue), Crude, Republic of South Africa	2,630
Chrysotile, Crude, Canada	43
Yugoslavia	496
Republic of South Africa	120
Rhodesia & Nyasaland	268
Chrysotile, Spinning Fibers, Canada	1,098
Rhodesia & Nyasaland	245
Chrysotile, Other, Canada	43,512
Rhodesia & Nyasaland	120
Other Countries	55
Asbestos, Other, Canada	4,015
United Kingdom	50
Republic of South Africa	205
Rhodesia & Nyasaland	95
Other Countries	15
	54,474

Manufactured Asbestos Goods:	Quantity (lbs.)	Value
A-C Pipes, Tubes & Fittings, Mexico	479,460	$ 42,652
Belgium	1,062,889	62,105
Italy	774,714	30,859
Japan	792,957	39,240
Other Countries	16,647	1,222

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A-C Articles, Other, Canada	587,899	34,432
Belgium	381,945	40,987
Other Countries	35,118	2,118
Asbestos Yarn	12,601	9,715
Asbestos Articles, Other, Canada	..	37,637
United Kingdom	..	17,511
Other Countries	..	16,494
		$334,972

Imports by United Kingdom

Raw Materials

Tons 2,240 lbs.	January 1964
From: Republic of South Africa	2,961
Basutoland, Bechuanaland & Swaziland	935
Rhodesia & Nyasaland	3,668
Canada	7,251
Other Commonwealth Countries & Irish Republic	..
Foreign Countries	343
	15,178

Imports and Exports of Australia

(Published by Bureau of Mineral Resources)

Short Tons	2nd Quarter 1963 Imports	Exports
Amosite	1,656	..
Chrysotile	5,003	8
Crocidolite	26	837
Other	957	..
	7,642	845

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Exports From Republic of South Africa

(Quarterly Information Report—Dept. of Mines)

	3rd Quarter 1963 Short Tons	Value
Amosite	20,230	R1,990,258
Chrysotile	3,262	349,387
Cape Blue	21,043	2,783,292
Transvaal Blue	2,493	298,840
Tremolite	..	..
	47,028	R5,421,577

Exports From U.S.A.

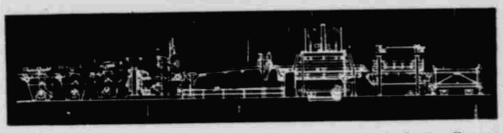
(Figures by Bureau of the Census) December 1963

Unmanufactured Asbestos:	Short Tons	Value
To: Argentina	13	$ 6,915
Canada	9	2,890
India	30	5,052
Italy	35	7,000
Japan	762	88,216
Korean Republic	215	17,529
Netherlands	168	12,700
Switzerland	19	2,860
West Germany	10	1,400
Other Countries	10	3,049
	1,271	$ 147,611

Manufactured Asbestos:	Production	Value
Asbestos Cement & Pipe Covering	..Lbs 989,587	$ 203,862
Asbestos Textiles & Yarn	.....Lbs 215,440	123,075
Asbestos Packing	.....Lbs 145,786	190,224
Asbestos Clutch Facing	.....No 201,778	169,978
Asbestos Bk Lng (Mld & S.Mld)	Lin Ft 198,063	72,288
Asbestos Brake Lining, Other	.....Lbs 631,890	395,990
Asbestos Construction Material	....Lbs 1,668,276	220,788
Asbestos Manufactures—Other	....	75,667
		$1,451,872

WEHRHAHN

Machinery for the asbestos - cement industry is the result of more than a man's age of experience in the development, construction and erection of machines for asbestos-cement.



More than 50 asbestos-cement plants all over the world are successfully producing:

pressure pipes
socket pipes
flat sheets
corrugated sheets
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Exports From Canada

(Published by Dominion Bureau of Statistics)

Unmanufactured Asbestos:

	December 1963 S.Tons	Value	Year 1963 S.Tons	Value
Crude				
United States	5	$ 7,020	35	$ 45,356
United Kingdom	..	..	..	..
South America	..	..	..	..
Cen. Am. & Mexico ..	..	..	..	..
European Countries ..	..	..	116	85,006
Other Countries	17	12,910	44	34,735
	22	$ 19,930	195	$ 165,097
Milled				
United States	17,933	$ 3,413,816	177,151	$ 33,719,203
United Kingdom	4,985	912,120	42,828	8,054,363
South America	5,151	857,858	40,795	7,130,317
Cen. Am. & Mexico ..	1,726	297,525	16,902	2,998,782
European Countries ..	29,737	5,495,324	175,300	32,351,322
Other Countries	17,205	2,754,770	102,443	17,453,606
	76,737	$13,731,413	555,419	$101,707,593
Shorts				
United States	30,972	$ 1,676,884	445,261	$ 23,923,387
United Kingdom	5,930	300,971	35,019	1,836,266
South America	1,131	79,629	9,177	644,829
Cen. Am. & Mexico ..	366	18,942	2,709	178,758
European Countries ..	14,160	851,906	99,755	6,293,417
Other Countries	15,043	1,229,923	58,890	4,698,097
	67,602	$ 4,158,255	650,811	$ 37,574,754
Grand Total— Unmfg'd Asbestos:	144,361	$17,909,598	1,206,425	$139,447,444
Manufactured Asbestos Goods:				
Brake Linings Facings		$ 58,561		$ 361,913
A-C Building Materials		103,024		751,231
A-C Products, Other		19,492		374,837
		$ 181,077		$ 1,487,981

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INDUSTRY NEWS

HAPPY BIRTHDAY

Alfred G. W. Sinclair, President, Canadian Johns-Manville Company Limited, Port Credit, Ontario, Canada, April 15.

Philip A. Meyer, Vice President & Director, Asbestos Fibre Div., Nicolet Industries, Inc., Florham Park, N. J., April 16.

E. A. Boadway, President, Carey-Canadian Mines Limited, East Broughton Station, P. Q., Canada, April 23.

H. B. Johnson, West Coast Representative, The Philip Carey Manufacturing Company, Los Angeles, California, April 23.

Edward R. Stevens, President, Baldwin-Ehret-Hill, Inc., Trenton, New Jersey, April 25.

J. Carroll Johnston, President, Atlas Asbestos Company, North Wales, Pennsylvania, April 28.

Robert D. Bradford, President, American Smelting and Refining Company, New York City, April 29.

Merlin W. Simon, Executive Vice-President, Sprinkmann Sons Corporation, Milwaukee, Wisconsin, May 1.

Richard H. Jaffer, President, York Insulation Company, Inc., Hillside, New Jersey, May 1.

George O. Hart, Jr., Vice-President, Kelley Asbestos Products Company, Kansas City, Missouri, May 2.

Guy George Gabrielson, Jr., President, Nicolet Industries, Inc., Florham Park, New Jersey, May 4.

W. S. Cowell, President, Ferodo (Canada) Ltd., & President, Albion Asbestos Packings (1959) Ltd., Montreal, Canada, May 5.

F. P. Smith, Vice President & Director, Bell Asbestos Mines Ltd., Thetford Mines, Canada, May 10.

C. R. Elliott, Secretary-Treasurer & Director, Cassiar Asbestos Corporation Limited, Toronto, Canada, May 11.

Moritz Velleman, Executive Vice President, Ovimpex, Inc., New York City, May 12.

Frank C. Waters, Marketing Division Manager, Wunderlich Limited, Sydney, N.S.W., Australia, May 12.

Leslie M. Cassidy, Director, Johns-Manville Corporation, New York City, May 13.

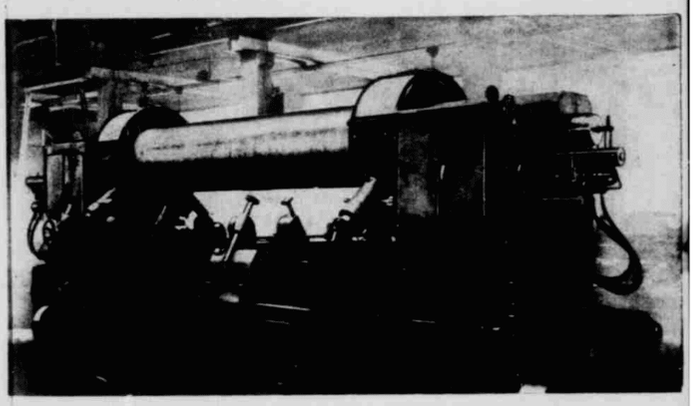
To all these gentlemen we extend congratulations and best wishes on the occasion of their birthdays.

J.M.VOITH A.G.

one of the oldest manufacturers of asbestos-cement machinery are proud to have at their disposal a team of first-class engineers and technicians who are continually engaged in the development, design and construction of the complete machinery for the production and testing of all kinds of asbestos-cement sheets and pipes.

Our engineering staff shun no effort to promote an increasing economy of manufacturing operations in the asbestos-cement industry by continually improving the design of the individual machines and by making their operation largely automatic.

We invite you to avail yourself of the experience of our staff of expert engineers and highly-skilled craftsmen!



Full-automatic pipe turning lathe IIIh turning a pipe of nom. width 800 on the workshop test bench

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John E. Crawford has been appointed Production Superintendent of the CERTAIN-TEED PRODUCTS CORPORATION asbestos-cement pipe plant at Ambler, Pennsylvania, and will be responsible for asbestos-cement pipe products production facilities. He was formerly production superintendent for the Keasbey & Mattison Division of Nicolet Industries, Inc., in Ambler.

Rodney C. Stauffer has been appointed Plant Industrial Engineer of the Ambler, Pennsylvania, asbestos-cement pipe plant of CERTAIN-TEED PRODUCTS CORPORATION and will work on manufacturing methods, piece-work standards, and plant layout to improve production and reduce manufacturing costs. He was formerly an industrial engineer for the Sun Shipbuilding and Dry Dock Company, Chester, Pennsylvania.

Jack L. Anderson has been appointed Assistant Chief Engineer of the Pipe Division of CERTAIN-TEED PRODUCTS CORPORATION, Ambler, Pennsylvania. He has been plant engineer of Certain-teed's asbestos-cement pipe manufacturing plant in Hillsboro, Texas, since May 1960 and was resident engineer during its construction. Mr. Anderson will assist Chief Engineer Robert A. Schneider, providing supervision and service to the corporation's pipe plants in Hillsboro, Texas ;Santa Clara, California; St. Louis, Missouri; and, Ambler, Pennsylvania.

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Producers of
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& Fibres

Sales Representatives
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R/M 1963 Annual Report—Raybestos-Manhattan, Inc.'s 1963 net sales were $95,239,539, the highest in the Company's history, and compared with 1962 net sales of $93,043,823. Net income for 1963 was $4,390,730, compared with $4,052,224 in 1962. The splendid improvement in the 1963 net income is due to the increase in sales, cost and expense reductions, and inventory controls at all Divisions.

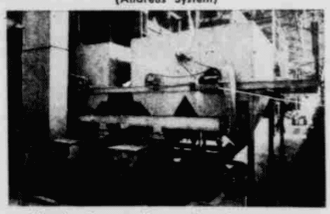
Merencor Cape Blue Asbestos processing plant—As of March 25th, 1964, the cobbing plant was completed and an extension is now being built. The laboratory will be finished in about 60 days and temporary testing facilities are now being used. A small pilot plant is now processing small quantities of cobs, on an experimental scale, with most encouraging results and production will cover the usual Blue Asbestos grading in four groups. The target for actual commercial production is anticipated for November of this year.

John M. Mockler has been named Eastern Area Representative by the NORTH AMERICAN ASBESTOS CORPORATION and will headquarter in Milford, Connecticut. He previously served 12 years with Union Asbestos & Rubber Company and in 1957, moved to Emmco Plastics. According to Robert E. Cryor, NAAC President, "North American is strengthening its staff to provide greater technical and sales service to customers in the major metropolitan areas of the East. Mr. Mockler's experience in both asbestos and plastics will be of special value since crocidolite asbestos is winning acceptance as a reinforcing fiber for reinforced plastics applications requiring strength and corrosion resistance. He also has broad experience in the uses of amosite and crocidolite for thermal insulation."

The Cape Asbestos Group, of which NAAC is a part, is the world's largest producer and marketer of amosite and crocidolite asbestos.

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For the beneficiation of asbestos ore,
Modern HAZEMAG Impact Crushers
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- Fiber-length protective opening of ore and crude.
- Opening of pressed asbestos.

Modern HAZEMAG Rapid-Dryers
(Andreas System)



for drying pre-crushed asbestos-ores of various moisture-contents with fibre-selecting effect.

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75 Beverly Street, Galt, Ontario
USA: Joy Manufacturing Company
333 Oliver Building, Pittsburgh 22, Pennsylvania
Australia: Noyes Bros. Pty. Ltd.
P.O.B. 1587, G.P.O. Sydney
South Africa: Industrial Machinery Supplies Pty. Ltd.
P.O.B. 9653, Johannesburg

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CURRENT RANGE OF PRICE

As of April 10, 1964

ARIZONA— Per Ton of 2,000 lbs., f.o.b. Globe, Arizona

No. 1 Crude	$1,410.00 to	$1,495.00
No. 2 Crude	610.00 to	875.00
Group No. 3 (Non-Ferrous Filtering & Spinning)	425.00 to	550.00
Group No. 4 (Non-Ferrous Plastic & Filtering)	385.00 to	500.00
Group No. 5 (Plastic & Filtering)	250.00 to	400.00
Group No. 7 (Refuse & Shorts)	58.00 to	90.00

CANADA— Per Ton 2,000 lbs. f.o.b. Mine
Canadian Currency

Group No. 1 (Crude No. 1)	$1,410.00 to	$1,475.00
Group No. 2 (Crude No. 2); Crude Run-of-Mine and Sundry	610.00 to	875.00
Group No. 3 (Spinning Fibre)	350.00 to	650.00
Group No. 4 (Shingle Fibre)	180.00 to	245.00
Group No. 5 (Paper)	120.00 to	150.00
Group No. 6 (Waste, Stucco or Plaster)	..	86.00
Group No. 7 (Refuse or Shorts)	40.00 to	80.00

VERMONT— Per ton of 2,000 lbs. f.o.b. Mine
(U.S. Dollars—converted to Canadian equivalent)

Group No. 3 (Spinning & Filtering)	$ 345.00 to	$ 402.00
Group No. 4 (Shingle Fibre)	181.00 to	320.00
Group No. 5 (Paper Fibre)	120.00 to	142.00
Group No. 6 (Waste, Stucco or Plaster)	.. to	86.00
Group No. 7 (Refuse or Shorts)	40.00 to	75.00

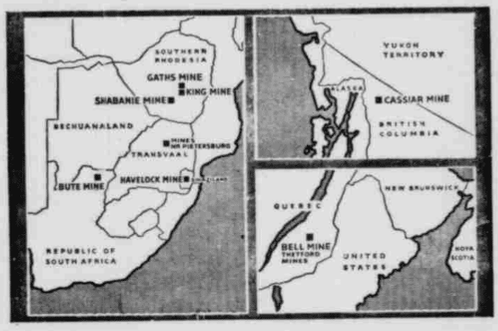
CASSIAR— Per Ton of 2,000 lbs., f.o.b. Vancouver, B. C.
(As of January 1, 1964) Canadian Currency

AAA grade (non-ferrous spinning fibre)	$ 787.00
AA grade (non-ferrous spinning fibre)	625.00
A grade (non-ferrous spinning—Canadian Group 3)	470.00
AC grade (asbestos cement—Canadian Group 4)	325.00
AD grade (asbestos-cement—Canadian Group 4)	260.00
AK grade (shingle fibre—Canadian Group 4)	220.00
AS grade (shingle fibre—Canadian Group 4)	181.00
AX grade (shingle fibre—Canadian Group 5)	160.00

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ASBESTOS STOCK QUOTATIONS

These figures are compiled from the Commercial & Financial Chronicle. No guarantee as to their correctness.

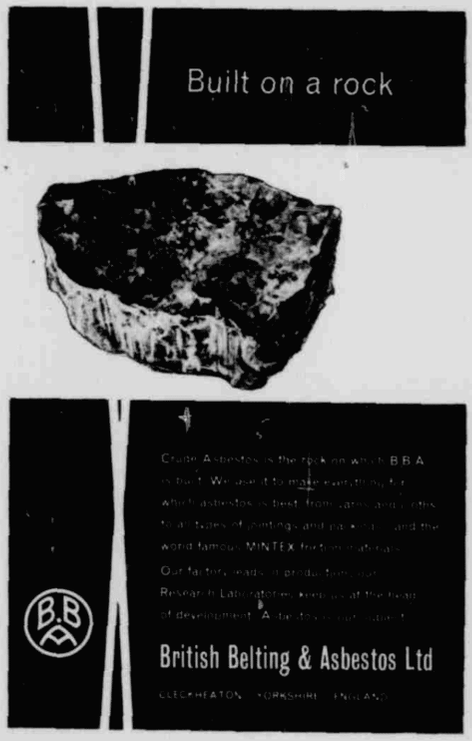
	Par	March 1964 Low	High	Last
Advocate Mines Ltd.	1	$6.25	$6.85	$6.35
American Brake Shoe	np	52⅝	55½	55½
Asarco	np	89½	95¾	95⅝
Armstrong Cork (Com)	1	112½	125	123½
Armstrong Cork (Pfd)	*np*	87½	89	88
Asbestos Corporation	np	18¾	21	20
Philip Carey	10	27⅝	49½	49
Cassiar Asbestos	np	10¼	10¾	10⅜
Certain-teed	1	10½	14⅝	10¾
Fibreboard	np	35	40⅜	40⅜
Flintkote (Com)	5	24⅛	27¾	27⅝
Flintkote (Pfd)	*np*	91	88	89
Jefferson Lake Asbestos	1	3⅛	3¾	3¼
Johns-Manville	5	57¾	62½	61¾
National Gypsum (Com)	1	46⅝	55¼	52
National Gypsum (Pfd)	np	97⅝	101½	99
Porter, H. K.	100	98¾	100½	99
Raybestos-Manhattan	np	43¼	47½	45½
Ruberoid	1	30¼	33¾	33⅜
Seagrave	2½	9¼	10½	9¾
Unarco Industries	5	12½	15	13⅞
United Asbestos	1	$2.65	$3.35	$3.05
U. S. Rubber (Com)	5	50¾	53⅝	51¼
U. S. Rubber (Pfd)	100	164½	166	165½

GUMMI ASBEST KUNSTSTOFFE

is the asbestos periodical in Europe which covers editorially in each issue the production, processing and application of asbestos. Therefore, it is read by all firms connected with the importing and processing of asbestos in 60 countries and is used for advertising by the asbestos mines all over the world.

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Asarco 1963 Annual Report—Earnings of the American Smelting and Refining Company rose to $29,290,000 in 1963 from $27,721,000 in 1962.

Production of asbestos fibre during 1963 by Asarco's subsidiary, Lake Asbestos of Quebec Limited, was 90,008 short tons (sales—89,829 tons) compared with 100,612 tons produced in 1962 (sales—96,071 tons). The long-term future for asbestos fibre sales is encouraging particularly because of the continuing growth in the production of asbestos-cement pipe and other asbestos-cement products. This growth is world-wide and new uses are developing in a manner which indicates an upward trend for consumption.

Asbestos Corporation 1963 Annual Report—According to the 38th annual report of Asbestos Corporation Limited and its subsidiary companies, net income for the year 1963 was $1,926,424 compared with $3,277,633 for the previous year. Instability of prices for most grades of asbestos fibre was the principal factor contributing to the lower earnings. In the face of the prevailing market situation, all mines operated at less than capacity throughout the year and overall fibre production was off about 14%. The company's exploration staff continued to be active throughout the year. In addition to work on evaluation of local ore bodies in the Thetford area, further work was carried out on the Asbestos Hill property as well as general exploratory work in that vicinity. In California, an option on the short fibre asbestos deposit known as the Christie Ranch was abandoned.

Cassiar 1963 Annual Report—Net profit of Cassiar Asbestos Corporation Limited for the year 1963 amounted to $2,589,808, compared to $2,449,205 in 1962. Sales for the year established a new record, spinning fibre demand was steady and demand for asbestos cement grades was strong.

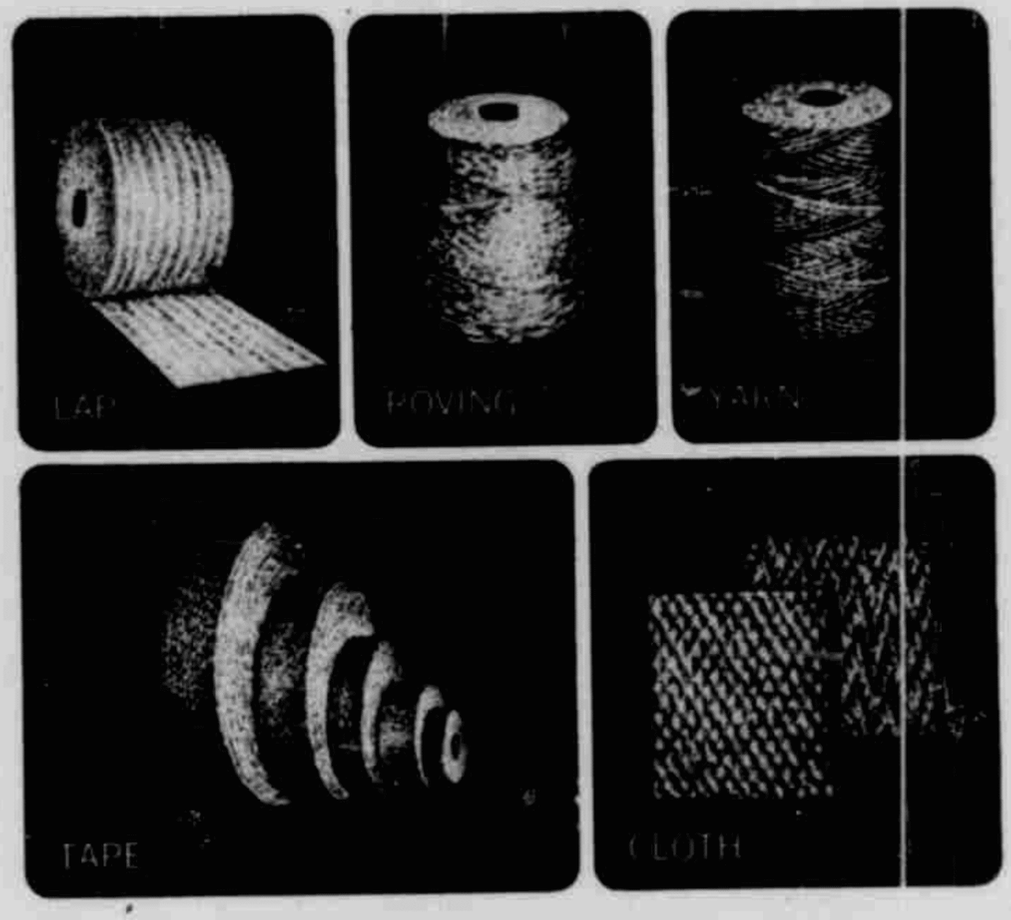
During 1963, Cassiar's mine produced 756,574 tons of ore. Ore reserves remain substantially unchanged, with sufficient ore indicated within the presently planned pit limits for 29 years production at the present rate. The mill treated a record 588,733 tons of mine ore and concentrate. The existing market for cement grade fibres will make it profitable to produce, from current tailings, an additional grade somewhat shorter than the AX fibre. Bulk mill tests indicate that 10,000 to 15,000 tons of fibre to be known as Cassiar AY can be recovered annually. The necessary additions to the mill to produce the new grade will be completed in the fall of 1964.



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