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HEADQUARTERS FOR
ASBESTOS SHEATHING, PAPER, MILLBOARDS &c.
AND FIRE-PROOF COVERINGS OF EVERY DESCRIPTION
ASBESTOS MANUFACTURES GENERALLY

AMBLER, PENNA. U.S.A.

Captain Gustav Koennerling, U. S. N.,
Bureau of Steam Engineering, Navy Dept.,
Washington, D. C.

10-8-13.

Dear Sir:

Our attention is specifically directed this morning to Navy Department Specifications 3211a of September 2, 1913, superseding 3211 of August 2, 1911, - entitled "Magnesia Insulating Covering or Lining Material", by which we see that the Navy Department has fallen a victim to the wiles of the rankest commercialism of some unscrupulous manufacturer of this material who wants to sell line under the good name of Magnesia. As the largest manufacturers of magnesia and magnesia insulating materials in the world, - the original owners of the patents for the manufacture of these goods - we who have created, the good name which this Magnesia Insulator enjoys from Siberia to the Argentine, where, in which countries and all the intermediate ones we have furnished this magnesia insulator of the highest type (and this means 85% to 87% of hydrated Magnesium Carbonate and 10 to 12 or 13% of Asbestos fibre) we certainly do most strenuously and emphatically protest against the United States Navy Department voluntarily surrendering to greed, and letting down the bars to the purveying of inferior goods as it does by allowing a specification

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of 80% of hydrated Magnesium Carbonate to masquerade under the name of "Magnesia" Coverings, to protect the good name and high quality of which, we have spent more than a hundred thousand dollars in the Law Courts of the United States.

Magnesia insulating material, owes its virtue to the percentage of hydrated Magnesium Carbonate, which it contains. Why then, voluntarily, forego the use of the highest grade coal saver, and let the material used by the Navy Department be made by the cheapest mixture of lime and Magnesia Carbonates, which the manufacturers can most readily produce? Far and away better would it be for the Government to make the requirements of the Department higher, say, by requiring that the Magnesia Covering shall contain not less than 90% of hydrated Magnesium Carbonate, which would compel the use of the highest grade Asbestos Fibre in its manufacture and thus secure a much stronger and tougher Covering, as well as a better ~~heat~~ heat conductor, than to go down the scale and allow an 80% specification, for what? Certainly not for efficiency, which is what the present administration is striving to obtain! Not for the earliest path to inefficiency, which is seemingly the urgent desire of the present specifications of 80%.

As the original makers, - the creators of the highest type of insulating material known in the steam engineering practice, - we certainly are completely at a loss to understand how the Department succumbed to the wiles of the tempter, for let us frankly say, that it is easy to make Magnesium Carbonate that is only 90% pure, but it is quite a different thing, from a manufacturing standpoint, to make strictly a first class article that will test 95% or more.

To us, as Americans, having 100% of good red blood in one's veins, it is humiliating to the last degree to see this retrograde step taken by our own Navy Department when all other departments of both public and private business are striving for greater and greater efficiency.

Captain Gustav Kiemerlin U. S. N.

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Against this we wish, most emphatically, to register our respectful protest, believing that our sea fighters should have the best equipment attainable. We may go a step further and say that to us it is unbelievable that any other Government on the face of the Earth would deliberately set out to lessen the steaming radius of its battleships. Certainly Japan would'nt, but requires at least 85% Magnesia Carbonate in its insulation. Every Japanese fighter is covered with it and so are all the modern navies.

We hope, therefore, that you will carefully examine into this matter before you permanently succumb to the wiles of the present money making "Commercialism" which has apparently succeeded in exploiting the United States Navy Department for the enrichment of its own pocket.-- Ah! that's the sensitive nerve! What won't unscrupulous people do for it?

Respectfully yours,

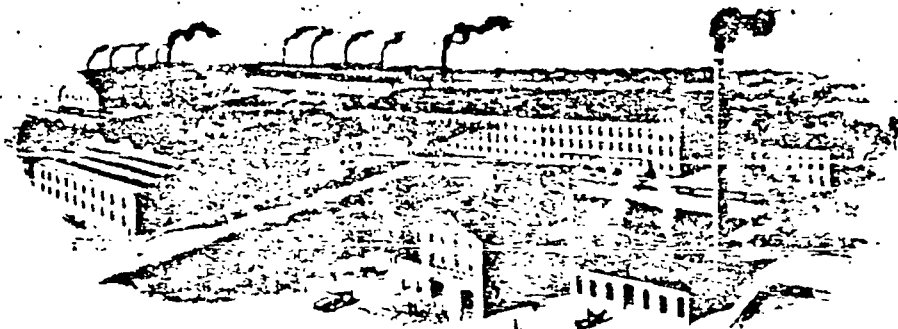
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President and Gen. Mgr.

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85% **ENRET MAGNESIA MANUFACTURING COMPANY**



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Capt. Gustav Kaemmerling, U.S.N.,
 Bureau of Steam Engineering,
 Navy Department, Washington, D.C.

VALLEY FORGE 10/29/13.

Dear Sir:-

IN RE - SPECIFICATION 3211A, CARBONATE OF MAGNESIA.

In view of your department's recent action in re-specification for "Magnesia Insulating covering or lagging material," we are moved to respectfully refer you to the attached report.

Permit us to remind you that this report is 85% Magnesia's credential of merit. Your officers awarded it 25 years ago, and until Sept. 2nd, 1913, were as jealous of its reputation and the formula that produced it, as the people that made it.

For 25 years your Bureau has compelled Magnesium carbonate insulation, by your inspection at place of manufacture, and analysis in your laboratories, to exactly check with the standard specification that has made Magnesia famous wherever engineers are known or steam is used.

For the purpose of throwing additional safe-guards around 85% Magnesia, your department was requested in 1911 to give further attention to this product to the end that the specification might be officially standardized. Cordial consent and active co-operation were given this request by the Navy Department, with the result that under date of Aug. 1st, 1911, your Bureau issued specification 3211, the most valuable specification for insulating materials that has ever been written, and now you have superseded it.

In view of all the foregoing, we find it impossible to grasp the nature of the specious but fallacious arguments that have been presented to you, resulting in your official permission to deteriorate this premier insulation. The specification that you have permitted to issue under date of Sept. 2nd, 1913, is a hybrid, conceived by unworthy sires for some unworthy purpose. It seriously attacks Magnesia's efficiency, and we most respectfully protest its adoption, and urge you, in the interests of our government and the steam users of the country who have faith in our government's ability, judgment and integrity, to re-establish Specification 3211 of August 1st, 1911.

Yours respectfully,

ALVIN M. ENRET, President.

WILLIAM A. MACAN, Vice President.

M/M.E.

SOLE MAKERS OF ENRET'S 85% MAGNESIA COVERINGS AND LOCOMOTIVE LAGGINGS.

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