Certain-teed Products Corporation

PIPE DIVISION · LEA BUILDING, AMBLER, PA. 19002

August 5, 1966

RECD - 9 AUG 1966

PLAINTIFF'S EXHIBIT CT-106

Mr. J. C. T. Fell
Turners Asbestos Fibres Limited
Faulkner Street
Manchester 1, England

Dear Mr. Fell:

1967 Asbestos Fiber Requirements

I am replying to your letter of July 19th on this subject.

In March I sent you our estimate for fiber requirements for the calendar years 1967, 1968 and 1969. Since that time, our requirements for 1967 are somewhat reduced because we will end 1966 with a higher fiber inventory than anticipated and our forecast use for 1967 is somewhat smaller than it was.

Once again, I'm basing our requirements on the assumption that the political situation in 1967 will be such that we will be able to import Rhodesian fibers. Under these conditions, our requirements are shown in Table I attached.

If we cannot obtain supplies of Rhodesian fiber during 1967 and must rely on Cassiar and Blue, our requirements will be those shown in Table II attached.

Our preference for the Blue grades continues to be TA/K, KCB-R3, and Griqualand S, in that order.

We have shown our requirements for Carey 7M-5 for use in our Puerto Rico and Buffalo plants separately, since consumption of this grade is not affected by our Mazza Machine operations.

If you have questions on any point, please let me know.

Yours sincerely,

R. L. Lantz
Vice President

RLL:kt
cc: Mr. R. M. Bateman
Mr. Michael Howe
Mr. Malcolm Meyer
Mr. M. S. Davis, Jr.

PX12-36 (1)

August 5, 1966

TABLE I (In Tons)

Cassiar AD	200
Cassiar AK	8,700
Cassiar AX	8,700
C&G/3	1,400
C&G/4	2,800
C&G/5	2,800
Blue	7,500
Total	32,100
Carey 7M-5	4,000

TABLE II (In Tons)

Cassiar AD	200
Cassiar AK	11,000
Cassiar AX	11,000
Blue	9,500
Total	31,700
Carey 7M-5	4,000

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MFH/VFH

Friday,
2nd September,
1966.

Mr. R. L. Lanz,
Certain-teed Products Corporation,
Pipe Division,
Lea Building,
Ambler,
Pennsylvania 19002,
U.S.A.

Dear Mr. Lanz,

1967 Asbestos Fibre Requirements

In Mr. Fell's absence I am replying to your letter of the 5th August in which you detailed your likely requirements for next year.

We have studied the details set out in Table I and are pleased to confirm that the tonnages of Cassiar AD, AK and AK can be provided; the same applies in the case of Carey 7M-5. As to your requirements of Blue asbestos, we can supply a total of 7,500 tons and, in all probability, this will be divided as follows:-

	Short Tons
TA/K	4,500
Griqualand S	2,000
KCB/RJ	1,000

With kind regards,

Yours sincerely,

c.c. Mr. R. M. Bateman
Mr. Malcolm Meyer
Mr. M. S. Davis, Jr.

PV 42-34

CERTIFIED PRODUCTS CORPORATION

1967 Asbestos Fibre Prices

	F.o.b. Price from 1st January		U.S. Atlantic Port Approx. C.i.f. Price from 1st January	U.S. Pacific Port Approx. C.i.f. Price from 1st January
TA/K	R.138.00	£69. 0. 0d.	£78. 1. 0d.	£81. 7. 0d.
Griqualand S	R.138.00	£69. 0. 0d.	£78. 1. 0d.	£81. 7. 0d.

	F.o.b. Price until 31st March	F.o.b. Price from 1st April
Cassiar AD	$273.00	$284.00
Cassiar AK	$231.00	$241.00
Cassiar AX	$168.00	$177.00

MFH/VFH
9.11.66

Certain-teed Products Corporation

PIPE DIVISION · LEA BUILDING, AMBLER, PA. 19002

October 11, 1966

Mr. Michael Howe, Managing Director
Turners Asbestos Fibres Limited
Faulkner Street
Manchester 1, England

Dear Michael:

Due to the steps our U. S. Government has taken to hold inflationary trends, the results have been a tight money market, the disappearance of the municipal bond market, and substantially reduced housing starts in our country. All these factors have directly affected our business, which necessitates our having to inform you of a substantial reduction in our asbestos fiber requirements for 1967.

The sale of our pipe products for the third quarter of 1966 was much lower than expected. Further, the current sales forecasts for the last quarter of 1966 and for the calendar year 1967 are quite a bit less than previous forecasts for these periods. All this has resulted in reduced production schedules for the third and fourth quarters of 1966 and for all of 1967.

Taking into account the excess stocks which we now estimate will be accumulated by the end of this year, our revised asbestos requirements for 1967 are:

		Earlier Rqt
Cassiar AD	150 tons	200
Cassiar AK	6800 tons	8,100
Cassiar AX	6800 tons	8,100
C&G/3	1000 tons	1,400
C&G/4	2000 tons	2,800
C&G/5	2000 tons	2,800
Blue	4800 tons	7,500

Preference for Blue is in this order:

TA/K
Griqualand S
KCB/R3

Yours sincerely,

Ralph

R. L. Lanz
Vice President

RLL:kt

cc: Mr. R. M. Bateman
Mr. Malcolm Meyer
Mr. J. O. Biggs
Mr. M. S. Davis, Jr.

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