The extra copy

Johns-Manville

Internal Correspondence

To: D. W. French
W. Ford
R. F. Henry
W. E. Volwiler
C. B. Allen
G. E. DeLong

Date: October 15, 1973

From: K. J. Whalen

OCT 17 1973

PLAINTIFF'S EXHIBIT
JM 836

Copies: See Below

Subject: 1974 ASBESTOS FIBRE PRICES
REVISION TO MY LETTER 10-9-73

We have been advised of additional price increases for various fibres.

All increases and new prices are effective 1-1-74 and should be used in determining your 1974 standard costs. (All prices are expressed in short tons.)

	(F.O.B. the Vendor's Mines) Base Price	+ Added Handling Charges	= Total Cost per S. Ton
Jeffrey 75	$262.27	.19 loading + .40 net pallet	= $262.86 =$263 use
72	251.78	.19 " + .40 " "	= 252.37 =$253 use
SP 75	262.27	.19 " + .40 " "	= 262.86 =$263 use
SP 72	251.78	.19 " + .40 " "	= 252.37 =$253 use
Reeves 25.72	$252.82	.40 " + .40 " "	= $253.62 =$254 use
Advocate 72	$232.65	$4.18 loading @ Baie Verte	= $236.83 =$237 use
66	211.72	4.18 " " "	= 215.90 =$216 use
Cassiar AK	$317.00	(less 5% & 1%)	= $299.00 =$299 use
Clinton CT	270.00	(less 5% & 1%)	= 254.00 =$254 use
"S" Blue	$276.47	-	= $276.47 =$277 use
"P2S" Blue	252.96	-	= $252.96 =$253 use
"KCB" Blue	264.00	-	= $264.00 =$264 use

To these costs you must add the total delivered freight costs at your location. A 6% increase in ocean, rail and truck rates should be considered as effective 1-1-74 and be included in your 1974 standard costs calculations.

KJW.

K. J. Whalen
/sf

cc: W. Roush
W. Ford
R. F. Henry
J. Pizzi
J. G. Smith
B. Thacher
R. C. Cohrs
T. Lohman
W. A. Sells
F. T. Petersen
G. P. Wilkins
D. Nowlin
N. Sfiscko
W. R. Johnson

DON WAT SKN WBP GCS MAN
.GHB 155 10/15 BK /P03001/
DON DON WAT WAT SKN SKN WBP WBP GCS GCS MAN MAN
FRENCH ROUSH FORD PIZZI VOLWILER THACHER ALLEN COHRS DELONG LOHMAN
RF HENRY JG SMITH

REF KJW LETTER 10-9 REFERENCE 1974 FIBRE PRICES. WE HAVE RECD ADDITIONAL INCREASES EFFECTIVE 1-1-74 FOR STD COST PURPOSES. LETTER DATED 10-15 FROM KJW GOING OUT TODAY. NEW PRICES ARE. JEFF 75 AT $263. JEFF 72 AT $253. SP75 AT $263. SP72 AT $253. REEVES AT $254. ADV 72 AT $237. ADV 66 AT $216. CASS AK AT $299. CLINTON CT AT $254. AK AND CT ARE NET AFTER 5 PCT AND 1 PCT "S" BLUE AT $277. P2S BLUE AT $253. KCB BLUE AT $264. ALL PRICES ARE ON A SHORT TON BASIS.

WR JOHNSON 2S

#V