

CERTAIN-TEED PRODUCTS CORPORATION

Notes on Discussions with
Mr. R. L. Lans in Philadelphia
Thursday, 8th April 1965

1. Certain-teed are very busy but it is unlikely that they will require supplementary tonnage this year. On the other hand, Mr. Lans believed that the increased tonnage estimated for 1966 would be required.
2. The bulk trial lot of C&G/4B1 has not yet been received.. While they are prepared to try 200 tons as ordered, Mr. Lans is doubtful whether they will find the grade very suitable since they much prefer crudy fibres in their process. I explained the future significance of C&G/4B1 or of R&G/R and Mr. Lans promised that they would do their best to find a satisfactory usage for this grade.
3. I enquired about their interest in Australian Blue fibre and Mr. Lans told me that two or three years ago they had had a ten ton trial lot which had not proved satisfactory because it was too open. The latest sample offered through Huxley was much more promising in this respect and Mr. Lans thought it would be worth while giving it a trial.

In connection with Kuruman Blue, Mr. Lans again stressed that they had not discussed any bulk tonnage with Mr. Valther.

4. Mr. Lans gave me a copy of a letter received from R.C.M. dated 26th March in which they offered blends of fibres for the manufacture of pipes and sheets. Mr. Lans believed that the fibre must be from our Mines, as the quotation is f.o.b. Rhodesian port (sic). I told him that we were making enquiries about this surprising new development.
5. We discussed the Ace process and Mr. Lans confirmed a view expressed in the recent report by Ford, Bacon & Davis Inc. that the Ace process might be more attractive commercially in some markets other than U.S.A. The reason for this is that iron, steel and other metals are relatively less expensive in U.S.A. than in other countries; this means that it is more difficult for products made by the Ace process to compete there.

Mr. Lans told me that, according to their assessment, Carey fibre was by far the best. This was followed in order of preference by National, J-M and Bell, although there was very little to choose between these three grades. I was told that Certain-teed no longer find it necessary to use a Hydro-modifier with the fibre in the Ace process. They do in fact get better results when they dispense with the Hydro-modifier.

6. Mr. Lans expressed a desire to come to Manchester in the Autumn when we are working out our prices and availabilities for 1966. I said that we should be very pleased to see him then and later in the year we will agree upon a suitable date, which is likely to be in October or November.

M. P. ROVE

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