

Ex 4011
Stefan
Richards
TAK



March 31, 1967

J. E. Nasse
F. T. Petersen
M. Sanders - Long Beach
H. F. Daniels - Stockton
W. W. Roush - Denison
I. E. Martin - Marrero
R. P. Cohrs - Wenkegan
A. E. Christensen - Manville
E. J. Derichsweiler - Green Cove



1967 Inter-Division Fibre Prices

Attached is a copy of the latest 1967 transfer prices for Asbestos Fibre.
They were approved by Mr. Burnett and became effective 3/15/67.

Office of the Controller

Pipe Division

J. F. Knuth
Prepared by: J. F. Knuth

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MTC 013450

AFDHQ Asbestos, Quebec
March 23, 1967

C.B. Burnett - GHQ

1967 Inter-division Fibre Prices

In accordance with your request, we compare below the 1966 and 1967 inter-division 4T fibre prices for the Pipe Division. The 1967 prices, effective March 15th, are based on 2-points spread between the quality levels and on a constant price per point at all quality levels.

	<u>1966 Prices</u>			<u>1967 Prices</u>	
	<u>Price/ton</u>	<u>Price/Point</u>		<u>Price/ton</u>	<u>Price/Point</u>
4-87	\$211.43 = ?	2.43	4-87	\$212.26 = 87	2.44
4-83	200.23	2.41	4-84	204.94	2.44
4-80	192.99	2.41	4-81	197.62	2.44
4-76	180.43	2.37	4-78	190.30	2.44
			4-75	182.98	2.44
4-72	169.72	2.36	4-72	175.66	2.44
4-69	159.04	2.30	4-69	168.34	2.44
4-65	149.21	2.30	4-66	161.02	2.44
4-61	139.38	2.30	4-63	153.70	2.44
			4-60	146.38 = 60	2.44

The price for 4-72 has been increased by 2.5%, but because of the introduction of the constant price per point, the price is increased by 7% at the low quality level and has remained virtually unchanged at the 87 point quality level.

To illustrate the effect of the price increase, we have extended the actual 1966 fibre shipments to the Pipe Division by the new 1967 prices:

1966 Shipments
at 1966 Prices

\$9,098,855

1966 Shipments
at 1967 Prices

\$9,493,493

Thus, the price increase will increase the price of fibre to the Pipe Division by 1.5% versus a 5.5% increase to Eternit.

cc: Karl V. Lindell
H.M. Hendry
J.D.M. Hutcheon

31-2117 Jan Kaczowski

MTC 013451