

3906-B

MEMORANDUM

BBB

cc: Mr. L.W.Weaver - BBH✓
Mr. C.A. Homan - BBQ
Mr. W.E.Smith, Jr.-BBA

In Reply to _____ Date 3/8/71 From F. Lee Russell To Mr. P.C. Johnson
Subject REINFORCED FLASHING

From Carroll's memo of March 2, 1971, it would appear that we can run the Reinforced Flashing on any machine that we run Asbestos Base Sheet on. It would be my suggestion at this point that we purchase two rolls of this material when we buy dry Asbestos Felt to run base sheet and experiment with two rolls and make an experimental run with two rolls in Walpole.

This should assist us in obtaining a true cost for the material and establish a selling price to profit ratio.

FLR:JK

No time to make
for BBH -
3/15/71

cc-P.C.Johnson - BB *[initials]*
C.A.Homan - BBQ *[initials]*
LWW

MEMORANDUM

In Reply to _____ Date 9-18-70 From F.LeeRussell To L.W.Weaver-BBHSubject R. S. WHITNEY REPORT AUGUST 31, 1970 - CELOTEX 1-PLY FLASHING

The 1-Ply Flashing System that Celotex sells and promotes is a chlorinated polyethylene sheet on a fiberglass mat with approximately 1/8" of open cell urethane laminated to the base of it.

It is my understanding that this material is manufactured by the Boston Woven Hosiery Company.

This is an example of the more sophisticated types of products going into roofing these days. If the material will do what it is asked to do, there is no need to think cheap.

FLR:MB

[Signature]

MEMORANDUM

In Reply to _____ Date 3/2/71 From Caryl To BBH
Subject ATTACHED

1. SELLING PRICE OF THE BARRETT AB#20 BASE FLASHING SHEET TO CONTRACTORS IS APPROX. \$10.50/SQ AND TO WHOLESALE \$9.95/SQ. (1 SQ = 1 ROLL 36" WIDE, 36' LONG)
2. PRICE LIST INDICATES A DISCOUNT OF 2% FOR CASH BY 10TH OF FOLLOWING MONTH.
3. DALE ADAMS IS DETERMINING COSTS OF MANUFACTURE AT OUR MILLS.
4. WHICH MILLS TO MAKE REINFORCED FLASHING DETERMINED BY BUR MARKET AREAS, AVAILABILITY OF MACHINE TIME. NORWOOD MILL BEST SETUP FOR MANUFACTURE.
5. BARRETT BASE FLASHING SHEET COMES IN 36" WIDE ROLLS 36' LONG. THE ROLLS ARE SLIT INTO EITHER TWO 18" WIDTHS OR THREE 12" WIDTHS.

CC

MEMORANDUM

In Reply to _____ Date 3/1/71 From BBH To CARYL
Subject Attached

Will you please review this file and be sure we have all the answers to PCJ memo of 2/22. Between CAHoman, WE Smith Jr, & Dale Adams, these answers may already have been supplied.

We should know what they are - A.S.A.P.

f

cc: BE- Mr. Johnson
→ EEN- Mr. Weaver
BRA- Mr. Smith

MEMORANDUM

In Reply to _____ Date 3/2/71 From RMQ To EEN- Mr. Russell
Subject RE-ENFORCED FLASHING: BARRETT AB-20

In reply to your memo of 2/22/71 on the above subject, we have two rolls of this material at FBL. An analysis was run on 1/8/70 with the following results:

	<u>Wt./100 sq. ft.</u>
Asbestos Felt with glass fiber screen	13.8#
Saturation (47.6%)	2.9
Coating Asphalt	13.7
Surfacing - Backing - Filler	<u>12.5</u>
Total Weight	42.9#/100 sq. ft.

NOTE: A second check of felt weight showed 16.0#/100 sq. ft.

One of the two rolls was slit into 12 inch widths and the other a full 36 inches wide.

This is unquestionably an excellent flashing material and shouldn't be difficult to manufacture provided the necessary machine time is available.

(C) *CAH*

CAHoman/rp

MEMORANDUM

W.E.Smith - BBA
L.W.Weaver - BBH ✓
R.D.Adams - BBR

In Reply to Da2/22/71 From Johnson

Subject REENFORCED FLASHING

Lee Russell's memorandum on this subject is interesting. I think it should be followed up. We should determine several things.

1. What are the current prices that cometicative materials are being sold at?
2. What discounts, if any, are offered by competition?
3. What would our costs be, produced at either Norwood or Perth Amboy?
4. What other mills, if any, should make this material?
5. Lee Russell's estimate of 50,000 rolls in the first year is interesting. The point is, what is a roll? Is this 36" wide or some other width? Such a volume of business would be quite amazing. If I am reading his memorandum correctly it would result in another half million dollars a year. I would like to verify this kind of marketability.

PCJ:F

MEMORANDUM

cc: Mr. L. W. WeaverBBH
 Mr. W. E. Smith, Jr.-BBA
 Mr. C. A. Homan-BBQ

In Reply to _____ Date 2/22/71 From F. Lee Russell To Mr. P. C. Johnson-BB
 Subject RE-ENFORCED FLASHING

Mr. H. B. Davis, Assistant Market Manager of the Nicolet Industries called on me February 12, 1971 to solicit our business for their #456 Asbestos Re-enforced with a Fibreglas Scrim Material to saturate and market as a flashing material.

This same scrim is the same material that Barrett manufactures their AB#20 Base Flashing Sheet on. I have viewed this material in numerous installations and am thoroughly convinced that it is the best flashing material on the market today. Mr. Davis quoted me a price of \$4.40/100 Sq. Ft. f.o.b. their plant. He is looking into a 10# Sheet that would sell for approximately \$4.00/100 Sq.Ft.

The selling price on this material to Roofing Contractors is approximately \$10.50/Sq. to wholesalers approximately \$9.98/Sq. If we choose to manufacture it and I would very much recommend that we do, this would give us an approximate 35% to 40% gross profit mark-up.

We should be able to sell at least 50,000 rolls of this material the first year we actively solicit business with the product.

According to Mr. Davis, ~~this~~ this material can be manufactured at any plant location that we produce a coated felt.

We definitely need this material as an addition to our Built-Up Roofing line because as you know, flashings are the most vulnerable part of a Built-Up Roof.

If I can be of assistance in the development and/or research of this product, I will be glad to do so.

FLR:JK

*no devel. work needed,
 per Herman Allen. Can run on
 2/26/71
 off mach. when called on to do so*

MEMORANDUM

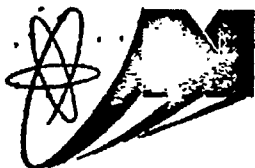
In Reply to _____ Date 2-23-71 From R. Dale Adams To L. W. Weaver-BBH
Subject REINFORCED FLASHING

Mr. Johnson asked me to check into the costs involved in manufacturing a product similar to Barrett's AB #20 Base Flashing Sheet. It is made on Nicolet's #456 Asbestos reinforced with a fiberglass scrim material.

Could you obtain a roll of this Barrett product as well as a piece of the Nicolet product and determine what the approximate specifications are and what manufacturing characteristics would be anticipated.

*Since dictating the above I have received the attached
and I also understand C. Homan has a roll of
JDA/0 Barrett's product and Lee Russell has
a piece of Nicolet's.*

Sam



Nicolet
Industries Inc.
WISSAHICKON AVENUE
AMBLER, PA. 19002 U.S.A.
TELEPHONE (215) 644-4000

455

PRODUCT INFORMATION

455 NICOSAT

To be used IN FLASH ^{Horristown Manufacture}
IN R S HET

DESCRIPTION: 15# Asbestos Felt
(10 x 10 Glass Scrim Reinforced)

PHYSICAL PROPERTIES:

	<u>NOM.</u>	<u>MAX.</u>	<u>MIN.</u>
Basis Weight, #/100 Ft. ²	15	16	14
Caliper	.035	.037	.032
Density #/Ft. ³	54		
Tensile MD, #/In.			80
Tensile CD, #/In.			50
Mullen, #/In. ²	120		90
Taber Stiffness MD		300	
Taber Stiffness CD		125	
Mandrel	3/16	1/4	
% Ash			73.5
% Asbestos			85
Kerosene No. (Vacuum)	60		56
Kerosene No. (Burette)	45		42

AVAILABILITY: Jumbo rolls, 36" x 4500 lin. ft.

10/15/70

Freight rate + Wilmington # 2.44 \$ 60,000 # Roll

FRB-15
Supersedes 7/1/70

The enclosed represents typical laboratory data and Nicolet Industries, Inc. makes no representations or warranties in respect of the accuracy of information contained herein and shall incur no liability on account of the use thereof and does not hereby suggest, recommend, consent to, or induce the use of any process or the manufacture, use or sale of any product in violation of existing patents owned by Nicolet Industries, Inc. or others.

BARRETT®

ROOFING PRODUCTS

ASBESTOS FELT PRODUCTS

CONTRACTOR PRICE LIST NO. 615-S
(Cancels Price List No. 615-R)

WESTERN AREA
BUILT-UP ROOFING

DECEMBER 1, 1969

PRODUCT	PRODUCT NUMBER	PRICES PER ROLL				
		SIZE	SQ. FT. PER ROLL	APPROX.* SHIPPING WEIGHT	TL OR CL PRICE	
					F.O.B. LOS ANGELES	F.O.B. UNION CITY
NO. 45 ASBESTOS BASE SHEET	72159	36" x 36"	108	45 lbs.	\$ 3.40	\$ 3.54
ASPHALT SATURATED ASBESTOS FELT - PERFORATED	74419	36" x 108"	324	45 lbs.	6.15	6.29
AB-20 FLASHING SHEET - ASBESTOS REIN.	74418	36" x 36"	108	56 lbs.	10.50	10.67

*The approx. shipping weight shown above is for the sole purpose of determining quantities for truckload and carload shipments. It is not necessarily representative of the exact weight of the product.

WESTERN AREA: THE STATES WEST OF AND INCLUDING MONTANA, WYOMING, COLORADO AND NEW MEXICO.

THE CELOTEX CORPORATION
Subsidiary of Jim Walter Corporation

TERMS AND CONDITIONS OF SALE

1. **SALES POLICY** - Products will be sold in those areas and to those customers as we shall specify from time to time in Area Price Bulletins. Notice of change in policy will be given as we deem practicable.
2. **ACCEPTANCE OF ORDERS**
All orders are deemed to have been accepted by the Corporation at its General Offices, Tampa, Florida, when they are either acknowledged or shipped.
3. **TYPES OF SHIPMENTS**
 - A. **RAIL CARLOAD SHIPMENTS:** 40,000 lbs. minimum weight of our products invoiced to one buyer and consigned to one destination.
 - B. **POOL OR STOPOVER RAIL CARLOAD SHIPMENTS:**
30,000 lbs. minimum, invoiced to one buyer and included in a rail car of 60,000 lbs. or more, consigned on one bill of lading to one or more destinations and handled according to applicable railroad tariffs.
40,000 lbs total minimum, with 14,000 lbs. minimum for unloading at any one destination, with a maximum of two stops including final destination, handled according to applicable railroad tariffs. This type shipment will be invoiced only through our Authorized Wholesale Distributors.
 - C. **TRUCKLOAD SHIPMENTS:** 30,000 lbs. minimum (or the legal maximum load limit) invoiced to one buyer and consigned to one destination.
 - D. **POOL OR STOPOVER TRUCKLOAD SHIPMENTS:** 30,000 lbs. total minimum (or the legal truckload limit) with 14,000 lbs. minimum for unloading at any one destination with a maximum of two stops including final destination.
 - E. **PICK UPS BY CUSTOMER'S TRUCK:** When authorized in advance, we will permit pick-ups by customer's trucks at our plant or warehouse locations if included with 30,000 lbs. or more of our Roofing Products and invoiced to one customer. Pick-ups at our producing plants will be invoiced at the established F.O.B. factory price. There will be no pick-up allowance.
4. **TRANSPORTATION CHARGES** On carload and truckload shipments from Celotex plant and warehouse locations, we will add freight charges based on the lower of the carload or truckload rates from our own or competitive factory point to destination. Competitive freight equalization points are: Pittsburg, Martinez, South Gate, Wilmington and San Leandro, California.
5. **TERMS OF PAYMENT**
If credit arrangements satisfactory to Celotex have been made between the Buyer and Celotex terms shall be - 2% discount (after deducting freight) for cash, 10th of the following month; Net, end of following month. Shipments made after the 26th of the month will be considered next month's business.
6. **MERCHANDISE RETURNED TO FACTORY OR WAREHOUSE**
Merchandise returned to our plant will not be accepted unless prior approval is given in advance by District Sales Manager.
When approved, credit for such return will be issued on the basis of the price at which the goods were originally invoiced, less the actual cost of reconditioning and handling back into stock, as determined by us. Such reconditioning and handling charge will be no less than 15% of the invoice price of the goods.
7. **PALLET CHARGES**
All material will be shipped on pallets. We will charge for pallets as follows:

3' x 3' Shingle Pallet	-----\$1.50 ea.
3' x 4' Roll Pallet	----- 2.00 ea.

No pallet returns will be accepted for credit or payment. We reserve the right to revise pallet charges depending on the cost of pallets furnished.
8. **PRICE DECREASE**
Upon publication of a price decrease, all unshipped orders will be billed at the new and lower prices. Inventory adjustments will not be allowed.
9. **PRICE INCREASE**
In the event of a price increase all unshipped orders accepted by The Celotex Corporation prior to the effective date of the price increase will be invoiced at the increased prices in effect at the time of shipment, unless cancelled by purchaser by notice received by The Celotex Corporation before shipment.
10. **PROTECTION OF SPECIFIC JOBS**
No price protection will be granted on specific jobs, except that shipments for construction on Federal Government owned property financed with Federal funds will be made at the price that was in effect on the date contract was awarded to the general contractor, regardless of date of shipment.
11. **TITLE**
Title passes to the purchaser upon delivery of the goods by Celotex to the carrier at the shipping point.
12. **LIABILITY**
Celotex warrants only that the Celotex products sold hereunder will be free from defects in material and workmanship for one year. Celotex' liability shall be limited to the furnishing of replacement products found to be defective in materials and workmanship. Celotex shall not be liable for anticipated profits or for special, indirect or consequential damages.
13. **CLAIMS**
 - A. In case of claims against Celotex for defect in material, written notice and sample illustrating such defect must be submitted to Celotex to give full basis for such claim. Celotex shall have 60 days from date of receipt of such notice to inspect and dispose of defective material if such claim is allowed. Under no circumstances is the material to be returned to Celotex unless the Buyer has received Celotex' written instructions to do so. The Buyer shall have no right to deduct the amount of any claim from Celotex' invoice until the claim is allowed by Celotex or adjudicated by proper authority.
 - B. All Claims for loss or damage in transit must be filed with the carrier by the Buyer. Materials are loaded in accordance with the carrier's loading instructions to insure delivery without damage. However, Celotex will give all reasonable assistance to the Buyer in collecting loss or damage claims from carriers by furnishing duplicate invoice, affidavits showing count when loaded, method of loading, etc. Buyers should in all cases immediately report loss and/or damage to carrier and request inspection in case of damage. On loss claims Buyers should secure car or truck seal numbers and signed exception report from the carrier.
14. **TAX**
An amount equal to any tax or other governmental charge upon the production, sale, occupation of selling, shipment or use of material which is now or may be hereafter imposed by Federal, State, Municipal or any other governmental authorities upon either the Buyer or Celotex which Celotex is obliged to pay or collect shall be added to the price and shall be paid by the Buyer.