

FILE NAME: Kentile (KEN)

DATE: 1978 Feb 27

DOC#: KEN015

DOCUMENT DESCRIPTION: Letter from Calidria Asbestos to Kentile Floors, Inc. RE
Asbestos Requirements & Pricing Policy

CC: REB
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Calidria ASBESTOS

UNION CARBIDE CORPORATION • METALS DIVISION • P. O. BOX 579 • NIAGARA FALLS, N.Y. 14302 • TEL: 716-278-3376

February 27, 1978

Mr. A. G. Kennedy
Kentile Floors, Inc.
58 Second Avenue
Brooklyn, NY 11215

Kentile Budget
A-1



Dear Mr. Kennedy:

This letter confirms our various discussions concerning your asbestos requirements and our pricing policy for asbestos.

Based on your agreement to purchase a minimum of ~~810,000~~ ^{765,000 JLM} pounds per month of our Standard Grade asbestos (540,000 pounds for Chicago and ~~270,000~~ ^{225,000 JLM} pounds for Brooklyn), we agree to maintain the price of SG-104 (about 190,000 lbs. per bulk car) at \$90 per ton and SG-103-5 (50 lbs. per plastic bag) at \$107 per ton through December 31, 1978. Pricing is FOB our plant in King City, CA, and is effective with your orders entered for March shipment and thereafter through December 1978.

Please indicate your understanding and acceptance of the above by signing and returning the enclosed copy of this letter.

Very truly yours,

John L. Myers
John L. Myers
Marketing Manager

Accepted and agreed to

this 23 day of

March 1978.

KENTILE FLOORS, INC.

By *A. G. Kennedy*
Title *Director of Purchases*

JLM:dal
Enclosure

CC: G. L. Dickson

RECEIVED

MAR 27 1978

UCC-CALIDRIA
NIAGARA FALLS, N.Y.