

TURNERS ASBESTOS FIBRES LIMITED

Meeting with Mr. R. L. Lanz and Mr. M. S. Davis
of Certain-teed Products Corporation
in Manchester on 24th April 1964

PLAINTIFF'S
EXHIBIT
CT-101

1. Certain-teed's stocks of African grades have recently been much depleted by (a) high production, due to buoyant demand, and (b) delays in transit from Africa to the U.S. West Coast and Gulf ports. Demand is expected to remain buoyant and Certain-teed not only need more fibre this year but also will increase their recently given long-term estimate, at least for 1965.
2. Apart from these grades now in use, Asbestos Corporation and Lake grades 6 and 7 are of interest to Certain-teed for production of low-pressure pipes, and Mr. Lanz asks Mr. Howe to consider T.A.F.'s attitude to this situation, bearing in mind that to be economic such grades should not cost Certain-teed more than 4½ cents per lb. delivered or about £32 per short ton (freight from Africa to C.I.F. U.S. Atlantic ports is \$25.25, plus \$9.75 to San Francisco). Mr. Lanz knows RAD/Y but doubts if it will suit; Cassiar AY is interesting and still under trial, but what appeals to him are certain Asbestos Corporation 6's (particularly Normandy EX-J49) of which the list price is Can.\$86.00 F.o.c. Mines. Cassiar AD is too dear. Mr. Lanz asked about "C&G/6" and I said samples of a new type of Shabanie Shorts would be sent to him soon.
3. As Mr. Lanz was clearly concerned about stock cover I said we were studying the long-term bids already made and welcomed the increased demand; in view of inevitable fluctuations in mine output it would be an advantage from our point of view if Certain-teed would consider other grades than C&G but so far this year I said output of C&G grades was up. Mr. Lanz said he was not necessarily against HVL grades and had a good recollection of VRA before it was split into VRA/G and VRA/X. Of Blue he said the order remained (1) TA/X, (2) TA/L, (3) Gefco S, but he would be interested to re-examine BT/AD.
4. In view of current heavy demand for both C&G/4 and HVL/4, I did not dwell on these but offered for 1964 another 500 tons of C&G/3 and 1,000 tons C&G/5. Mr. Lanz was rather critical of C&G/3, suggesting it contained too much longs and shorts and not enough middle; I said we were improving it for A-C manufacture by segregating the spinning fibre elements and stressed that we must keep to the principle of supplying "across the board". Mr. Lanz will arrange for orders to be sent to us by May 18th and these will include 10 tons of HVL/5 for trial; the 1,000 tons of C&G/5 are to be shipped in June, July and August (which I said should be possible), but there was some reluctance about C&G/3 and I wonder if the real problem here (although it was not discussed) is not price, bearing in mind that Certain-teed pay more for C&G/3 than for Cassiar AX and, although Certain-teed are taking more C&G/3 than any Eternit Company, that they are paying substantially more than the Eternit normal price, viz.

Certain-teed	3,220 tons	£74. 8. 0d.
Uralita	2,000 "	} £63. 2. 6d.(net)
Eternit. A.G. Berlin	2,000 "	

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Uralita	2,000 "	} £63. 2. 6d.(net)
Eternit, A.G. Berlin	2,000 "	
(all other Eternit Co's are taking less than 1,000 tons)		

DEB/AM

27.4.64

D. B. BUCKLEY