November 14, 1967

TO: J. A. Johnson

cc R. Burns
W. Sheehan

FROM: H. G. North

RE: Asbestos Fibre Purchase

After our talk on Thursday, November 9, I discussed the matter briefly with Mr. Burns.

He has no qualms about our pursuit of purchases individually, if we feel we could beat our present setup (which averages 5% discount) or our collective action to accomplish the same purpose by combining tonnage.

I respectfully recommend this course of action:

Goals

a. Hold the 5% discount and widen to 10% if possible.

b. Obtain cancellation of the 2% increase slated for effective date of April, 1968.

1. Suggest, inasmuch as you are closer to Johns-Manville than we are at this point, you tackle J-M and mines other than Lake using the combined tonnage as a wedge to attain the established goals (and any you might feel should be added).

2. We would like to tackle Lake Asbestos utilizing the same philosophy. We will talk our tonnage and would like to provide them with an entre to you to discuss your needs.

3. It is thoroughly understood all fibres must meet all defined specifications before any purchases can be undertaken.

Summary

The representatives of Lake will be here on November 21, to discuss our needs (all grades) - we would like to pursue the above intent if it meets with your approval.

H. G. North

jm

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