

36
Division Headquarters,
Toronto, April 2, 1969.

P. SKINDER - WINNIPEG

cc:
L.J. Robinson - Edmonton
G.E. Birtwhistle - Winnipeg
File

STYLE 61 SHEET FOR DOMTAR

By coincidence both you & Larry requested information on the above within the last 10 days. Because Larry may not be familiar with this application etc., I thought I should give him some history.

Paper box makers have found that compressed asbestos sheet makes an excellent die-backing material for their rubber dies with which they print their boxes. This market is a huge one & Permanite (sold in Canada by Albion) enjoys most of it because its properties are particularly suited for this purpose by sheer chance. It is a natural rubber sheet, so has very high tear strength; its surface is such that the dies adhere well; it is pink in colour, so that pencilled lines used to position the dies, can be easily seen. (They can't on a black sheet).

About 5 or 7 years ago Research developed a high tear sheet for us for this market which we identified as style 61 PB. Its formula included long fibres for strength. For a while, we enjoyed some nice business with this product, partially because of reciprocity, because JM spends a lot of money with various paper box suppliers. However, our quality was inconsistent & because our cost was too high to stay in this competitive market, we withdrew. The "caliper" of our sheet was also a problem.

George Birtwhistle has continued to supply our regular 61 sheet to Domtar & this is the only account we have now. While we were continuing to supply from Asbestos, we extended the special price of \$8.82 per 60" x 63" x 1/16" sheet.

Now that we no longer make at Asbestos, we can only extend the P price. In ordering you should be sure to specify "without parting agent".

A.J. Gunn



3/28
DATE

TELETYPE MESSAGE

DO NOT WRITE OR TYPE IN THIS SPACE

To:

EDM
LOCATION

Robinson
NAME

*Did I
write this?*

*Special price 8.82 based on supply from Asb-
plant no longer available. Can only
offer them F prices per price book.*

PRINT OR TYPE - BE BRIEF.

WHY FILE THIS!

CJM-22 HAUGHTON

Gunn

SENDER

RESP. No.

MANVILLE PCR

MANVILLE EDM

MAR 20 8 52 AM '69

3-27-69

A J GUNN

DOMTAR PACKAGING IN WPG ARE BUYING 60 X 60 X 1/16 J M 00 SHT
AT S P R PRICE OF 8.82 / SHT . THIER CALGARY PLANT HAVE ASKED ME
TO QUOTE ON 120 X 126 X 1/16 J M Y0 Y061 '00 ?3

'SHLD BE J M 61. THIS IS USED FOR BACKING DIES AT THIER PLANT

CAN WE SEELL AT GASKET CUTTER PRICES? IF NOT PLAS ADV PRICES

AND DEL THAT U FEEL WE SHLD QUOTE. NEED INFO A S P

TKS ROBINSONP S PLS INCLUDE QUANTITY BREAKDOWN IF ANY

T+

MANVILLE PCR

START, COPY

INITIALS

DATE

AS

8.1.95

BOX NO./FILE DRAWER NO.

SEGMENT NO.

191865 / gasket material

505-17-02-05

SIGNIFICANT

NOTES

SM Harlock (Asbestos Sheet Gasket)