DEPOSITION EXHIBIT 43 Wad

ALL-STATE LEGAL® PLAINTIFF'S EXHIBIT GAR-99

D. L. Shank

Trip To:
GARLOCK PACKING COMPANY
Palmyra, New York

December 26, 196
Industrial Sales

On Friday, December 22, 1967, Phil Richard and I called on M. E. Hardy, Manager of Purchasing for Garlock Packing.

Mr. Hardy warned us at the start that he was not interested in anything but a quotation on our fibres, and if we couldn't offer him an attractive price on 3 Group fibres, that we were wasting our time. He said that he was buying fibres at well below list price, and when I mentioned 5 per cent off, his reply was that he was getting more than that amount off his present purchases. Further discussion revealed that Garlock are being supplied by Bell Asbestos and Lake Asbestos. I'm almost certain that Bell wouldn't sell at reduced prices, so Lake Asbestos must be the supplier of their "less than list" asbestos. Obviously, Mr. Hardy was not interested in our quote of 5 per cent off, so I mentioned 10 per cent and at this point, he began to show a little more interest. He then asked for one ton samples each of our grades 3R and 3T at 10% less than list, and the transportation costs will be paid by Garlock. While discussing transportation, Mr. Hardy also pointed out that he was paying the 50 ton carload rate of only 77¢/cwt on truck shipments which are 1.88/cwt. He was quite firm here also that we would have to absorb the difference in shipping rates if any sales are made to them after our trial lots are tested.

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Garlock's yearly consumption of 3Group fibre is approximately 300 tons of 3T, and only 50 tons of 3R. This was disappointing news, since we had hoped to dispose of part of the 150 tons of 3R surplus 1967 stock that we

THE KOPY KORNER 820

now have on hand. Garlock, like many of our other customers, finds 3T the most popular grade for spinning purposes.

The Palmyra, New York plant, employs 2400 people and the asbestos is employed in the manufacture of gaskets, packing, and asbestos cloth. Mr. Hardy said that they have difficulty weaving cloth during the hot summer months, due to the high humidity conditions. We were asked by Mr. Hardy if we could advise him of some Spinning Companies who would sell him some asbestos cloth during the summer months. We will make inquiries and advise him if possible.

R. N. Moore

$365.00 List Price 3T (1967) Price list #7
-38.50 Less 10%
346.50
-22.20 Less equalization on freight. 1.88/cwt - .77/cwt = 1.11/cwt = 22.20/to
$324.30 or 15.8% off.

370.00 Price List # 6
-37.00 Less 10%
333.00
22.20 Less equalization on frgt.
310.80 or 19.5% off current List Price #7

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