PLAINTIFF'S EXHIBIT KN20
Blumberg No. 5113

KEENE CORPORATION

INDUSTRIAL INSULATION DIVISION

PRINCETON SERVICE CENTER, U. S. ROUTE 1, PRINCETON, NEW JERSEY 08540 - TELEPHONE (609) 452-815

TO: DR. M. L. PEARCE

DATE: NOVEMBER 2, 1970

RE: ASBESTOS - SOUTH AFRICAN

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Presently in the manufacture of Calcium Silicate we are utilizing an imported South African long-fibered asbestos delivered in Valley Forge at the following prices:

Asbestos W-3	$227.60/ton
Asbestos S-33/65	$205.60/ton

Our estimated annual usage of 260 tons of each of these products results in a yearly expenditure of approximately $113,000.00. Is there a possibility of utilizing cheaper grades of Canadian asbestos as potential substitutes inasmuch as approximately 20 per cent of the laid-down cost in Valley Forge is a combination of ocean and rail freight. For information purposes, a similar quantity of any type of asbestos transported from Thetford Mines, Quebec, Canada, would cost approximately $9,000.00, or 8 per cent. (Transportation only)

Anthony R. Cucchiaro
Manager of Distribution
Ceiling & Insulation Division

ARC:mmk

cc: Messrs. C. Mitchell
L. Gabel

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07/30/91 14:30