

# DONALD MCKAY S MITH INC.

*Manufacturer's Representative*



CHEMICALS AND RAW MATERIALS FOR INDUSTRY

966 HANNA BUILDING

CLEVELAND, OHIO-44115

TELEPHONE 241-7766

AREA CODE 216

September 20, 1968.

Foseco, Inc.,  
20200 Sheldon Rd.,  
Berea, Ohio.



Attention: Mr. D.J.Reirdon, Buyer.

Dear Mr. Reardon:

In accordance with your letter of September 18th and our conversation of September 19th we are attaching herewith informal agreement with reference to your requirements on 7 D 1 Asbestos. I have estimated your requirements to be 260 tons which is in accord with the figure you outlined in your letter but extending this figure for a 15 month period and adding 10%. I am sure you will note that this agreement in no way commits you to an exact amount of material.

For your information we are listing below the truckload and carload rates from East Broughton Station Quebec to Cleveland according to information available to us. These rates are quoted in Canadian Funds and are subject to a surcharge which is currently 4%.

|                  |                 |
|------------------|-----------------|
| 24,000# Min. T/L | \$2.22 per cwt. |
| 30,000# Min. T/L | \$1.18 per cwt. |
| 50 Ton C/L       | .615 per cwt.   |
| 40 Ton C/L       | .715 per cwt.   |
| 30 Ton C/L       | .795 per cwt.   |

I am sure that you will readily ascertain that carload rates are greatly to your advantage.

Should you require any additional information, please donot hesitate to call on us for same.

With kind regards, we remain

Very truly yours,

DMS/jm

000-00-0000000775

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966 HANNA BUILDING

CLEVELAND, OHIO-44115

TELEPHONE 241-7766

AREA CODE 216

September 24, 1968

Foseco, Inc.  
P. O. Box 8728  
Cleveland, Ohio 44135

Attention: Mr. D. J. Reirdon, Buyer

Dear Mr. Reirdon:

In response to your letter of September 18 and our conversation of September 19, we as "Seller" agree to supply you as "Buyer" Asbestos Shorts as outlined below.

Material: 7-D-1 Chrysotile Asbestos Shorts, packed in 100-lb loose filled paper bags conforming to Carey-Canadian Mines Ltd. specifications.

Period: October 1, 1968 to December 31, 1969. (Five calendar quarters).

Quantity: Buyer's requirements estimated to be 260 tons.

Shipments: Approximately equal quarterly quantities in carloads or truckloads. Other grades of asbestos manufactured by Carey Canadian Mines may be included in shipments.

Price: \$87.00 Canadian Funds per 2000-lb net ton for the period October 1 to December 31, 1968, then subject to quarterly price adjustments on January 1, April 1, July 1, and October 1, 1969. In the event of a price decline during quarter, Buyer to have price adjusted for unshipped quarterly portion to receive benefit of price decline.

F. O. B. Point: East Broughton Station, Quebec, Canada.

Foseco, Inc.  
Mr. D.J. Reirdon

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Seller may cancel at end of each quarter any unshipped portion of quarterly estimate. Unshipped portion at end of final contract period is cancelled.

In the event Buyer is offered comparable quality material at a lower price than that quoted by Seller, Buyer will advise Seller and should Seller be unwilling to meet this price, Buyer may cancel any unshipped portion of quarterly estimate. Should Seller be unable to meet Buyer's shipping schedule after reasonable lead time is given, Buyer may purchase elsewhere without effect on balance of contract.

In consideration of protection given the Buyer by the Seller, should the Buyer's requirements exceed above estimate, Buyer will give Seller opportunity to supply this additional requirement.

This agreement is subject to any rules, regulations, or restrictions imposed by U. S. or Canadian governments.

If the above meets with your approval, kindly sign one copy of this agreement and return to us. This agreement is subject to withdrawal by Seller if not accepted by Buyer prior to October 1, 1968.

Thanking you for this opportunity to be of service and with kind regards, we remain

Very truly yours,

DONALD McKAY SMITH INC.



Donald McKay Smith

DMS/rs

Accepted: Foseco, Inc.

By \_\_\_\_\_

Date \_\_\_\_\_