

**GAF
CORPORATION**

140 West 51 Street
New York NY 10020

212 582 7600



July 23, 1980

Research Triangle Institute
Post Office Box 12194
Research Triangle Park
North Carolina 27709

Attention: David L. Kendall

Dear Mr. Kendall:

Enclosed are the forms submitted with your letter to R.L. Heidt of GAF Corporation. We regret that we were able to supply only a relatively small portion of the information and estimates covered in your questionnaire.

Please note that we are submitting these data and estimates only under the conditions that you take all reasonable precautions to safeguard their confidentiality, and that they will be used only in preparing aggregate figures.

Should you need clarification, do not hesitate to contact us.

Very truly yours,


James J. Lamphere
Director
Corporate Marketing Research

JJL:dp
Enc.
bcc: J. Berger

PRODUCT: COMMERCIAL PAPER

1. Quantity of industry output (in short tons) produced in each of the years listed.

1970	1971	1972	1973	1974
3,000	2,900	2,800	2,700	2,600

1975	1976	1977	1978	1979
2,500	2,400	2,400	2,200	2,100

Please provide data for each year possible.

2. Value of industry sales of commercial paper, f.o.b. shipping plant, exclusive of any taxes or freight.

(\$000 Omitted)

1970	1971	1972	1973	1974
1,080	1,108	1,134	1,134	1,256

1975	1976	1977	1978	1979
1,365	1,462	1,613	1,617	1,680

"GAF PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08991

3. Short tons of asbestos fiber used by the industry to produce commercial paper in each of the years listed.

1970	1971	1972	1973	1974
2,550	2,465	2,380	2,295	2,210

1975	1976	1977	1978	1979
2,125	2,040	2,040	1,870	1,785

4. Average price per short ton of commercial paper, f.o.b. shipping plant, exclusive of taxes and freight.

1970	1971	1972	1973	1974
360	382	405	420	483

1975	1976	1977	1978	1979
546	609	672	735	800

5. Estimated industry inventory of commercial paper on hand at year end of a typical year (in short tons). 350 tons
6. Is current production of commercial paper growing, static, or declining (in terms of physical output)? Declining

"GAF PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08992

7. Estimated industry value of exports of commercial paper, valued f.o.b.
the shipping plant, exclusive of tax or freight.

(\$000 Omitted)

1970	1971	1972	1973	1974
20	18	17	16	15

1975	1976	1977	1978	1979
14	13	12	11	10

"GAF PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08993

PRODUCT: MILLBOARD AND ROLLBOARD

1. Quantity of industry output (in short tons) produced in each of the years listed.

1970	1971	1972	1973	1974
8,469	7,973	7,477	6,981	6,485

1975	1976	1977	1978	1979
5,989	5,493	4,997	5,000	5,646

Please provide data for each year possible.

2. Value of industry sales of millboard and rollboard, f.o.b. shipping plant, exclusive of any taxes or freight.

(\$000 Omitted)

1970	1971	1972	1973	1974
3,108	3,101	3,081	3,072	3,113

1975	1976	1977	1978	1979
3,312	3,466	3,543	3,935	4,895

"GAF PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08994

3. Short tons of asbestos fiber used by the industry to produce millboard and rollboard in each of the years listed.

1970	1971	1972	1973	1974
7,622	7,176	6,729	6,283	5,837

1975	1976	1977	1978	1979
5,390	4,944	4,497	4,500	5,081

4. Average price per short ton of millboard and rollboard, f.o.b. shipping plant, exclusive of taxes and freight.

1970	1971	1972	1973	1974
367	389	412	440	480

1975	1976	1977	1978	1979
553	631	709	787	867

5. Estimated industry inventory of millboard and rollboard on hand at year end of a typical year (in short tons). 847 tons

6. Is current production of asbestos millboard and rollboard growing, static, or declining (in terms of physical output). Declining

"GAP PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08995

7. Estimated industry value of exports of millboard and rollboard, valued f.o.b. the shipping plant, exclusive of tax or freight.

(\$000 Omitted)

1970	1971	1972	1973	1974
50	47	44	41	38

1975	1976	1977	1978	1979
35	32	30	28	25

"GAF PROPRIETARY INFORMATION"

CONFIDENTIAL
COMPANY SECRET

MICH08996