

SALES TRIP TO THE U. S. A.

May 23, 1974

C. H. SCHUCH with
W. H. SMITH

CERTAIN-TEED PRODUCTS CORP.
Pipe and Plastics Group,
Valley Forge, Pa. 19482

(A/C pipe
manufacturer)

Mr. W. E. Gatewood, President
Mr. John P. McGinley, Director of Manufacturing A/C
Mr. R. S. Hartman
Mr. C. H. Striegel, General Purchasing Agent
Mr. A. Leff

PLAINTIFF'S
EXHIBIT
CT-118

The main purpose of the trip was to introduce Walter Smith and to advise them that he would be calling on them regarding both Bell and Cassiar fibres on a regular basis. If, However, there were any large quality problems with Cassiar fibre, Walter Smith might have to ask Cassiar to become involved directly.

There were some particular Cassiar problems discussed which were brought up by Cassiar shortfall in production and by the White Pass Yukon Railway strike. Mr. Gatewood was particularly concerned with the cutbacks and having to change their mixes on such a regular basis to accommodate Cassiar's supply situation in the various grades ordered. Even though they are, of course, very grateful to J-M, Bell and T.A.F. (Havelock) for all the extra fibre they are offering to cover the Cassiar shortfall, it is a very expensive pastime to change their mixes to try and use this extra fibre economically. Mr. Gatewood was of the opinion that Cassiar should first fill James Hardie, TAC and Certain-teed requirements before filling any other customer's requirements. His reasoning is that J-M is offering guaranteed tonnages and does not understand (or want to understand) why Cassiar cannot do the same. He also brought up the matter of their contract with T.A.F., but I advised that unfortunately I was unable to be of any assistance in this matter and that he should discuss it with T.A.F. We fortunately parted on a good note.

Mr. A. Leff requested Walter Smith to be of assistance to them in their laboratory and Walter Smith is planning to visit them at the earliest possible moment.

Mr. C. H. Striegel asked us to send him some large maps of Canada indicating where Cassiar, Clinton and Bell Mines are located.

(Last called on January 13-14, 1974)

Tonnage shipped in 1973:

450 4T	3,640 CP
7,643 AK	12,525 CT
4,399 AX	2,992 CY
7 AY	2 CZ
2 AZ	

SCHEDULE OF 1974 CONTRACTS AND ANTICIPATED 1975 REQUIREMENTS
TABLED BY MR. R. W. HILTZ AT A MEETING ON 27TH JUNE 1974

ASBESTOS FIBER

<u>SOURCE</u>	<u>Contracted 1974</u>	<u>Actual (Anticipated) 1974</u>	<u>Required 1975</u>
Cassiar CP / n s	3,500	4,860	3,000
Cassiar AK*	8,000	6,675	8,000
Cassiar AX*	6,120	4,920	8,000
Cassiar CT	12,840	11,168	12,000
Cassiar CY	5,000	7,320	8,000
T&N BT/AD (Blue)	2,495	2,495	3,200 - <i>None added in 75 &</i>
Special ML6 (Blue)	1,764	1,760	1,800
Government (Blue)	1,800	1,800	N/A
Johns-Manville 4T	3,000	3,000	2,500 (1,500)
Johns-Manville 5R	600	600	500 (1,500)
Bell - 4	0	650	1,000
HVL	0	600 ^x	0
	<u>45,119</u>	<u>45,848</u>	<u>48,000</u>

^x Since increased to 1,650 tons