PLAINTIFF'S
EXHIBIT
GF-2330

1965 1964

Robertson. 350 000 vs 184000 - 8 mos.

~~Sa Casella~~ - Can we keep this
Yes - if we can continue to meet specs.
Believe we are getting - 50% +

Wilson What profit margin? slight
15% - 20%

Pipeline Felt - Est Sales - tons 1100 tons/yr
(next five years.)
Should we make reinforced - No
due to our high cost

Asbestos Papers - new customers last 18 mos
Growth possibilities?

Asb. Millboard " "

Automotive - Why haven't we more
business
we are overold in Sept + Oct
due to "40% gross" minimum

Automotive - Should Cranford + Gardner follow

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ASBESTOS PIPELINE FELT ☐ GLASS WRAP ☐ ROCK SHIELD ☐ OUTER WRAPS
HENRY B. HUTTEN / Vice President, Industrial Products Division

Sweeney 9/13

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