

**REPORT ON VISIT TO CEMENT ASBESTOS PRODUCTS COMPANY,
WOODWARD, ALABAMA, U.S.A. ON 29TH SEPTEMBER, 1970**

Those present:

Mr. Charles Cobb, Production
Mr. Roy Jackson, Purchasing Agent, Ragland Plant.
Mr. J. R. Owens

PLAINTIFF'S
EXHIBIT
CAP-204

ACTION

General

Cement Asbestos Products are owned 51 % by Woodward Iron, who manufacture iron pipes and PVC pipes, and 49 % by Asarco. They have one four metre Voith machine at Ragland, 50 miles North East of Birmingham, Alabama and a PVC pipe plant at Van Buren, Arkansas which is 500 miles away. Mr. H. Beasley their Vice President and General Manager is at present starting up this plant where they have built a new Asbestos Cement pipe machine. Calsoni quoted for the supply of this machine but they decided to use the basic equipment of the two pipe machines they originally bought from Hardies in Australia, and the remainder of the machine they have engineered themselves and procured locally. This new plant is likely to start up in the next few weeks.

Blue S80

They forecast a requirement of 1,800 tons of Blue S80 for 1970 delivery. In the event they are likely to take only 300 tons. Their purchases since 1968 have been as follows:-

1968	1,300 tons
1969	800 "
1970	300 "

CAP 134346

The 1970 figure is the result of three factors:-

- (1) A three month strike at the Ragland plant.
- (2) Delays in the start up of the new plant at Van Buren.
- (3) Poor demand for Asbestos Cement pipe.
- (4) Above all, however, the reason that we have obtained less of their requirements this year is that for the first time Central Asbestos have obtained a share of their requirements.

They are obviously very friendly with Bob Carlsson of Special Asbestos, Chicago, who used to work for NAAC. Special Asbestos are now the agents of Central Asbestos and Cement Asbestos Products have decided as a matter of policy to purchase from two suppliers. In addition Central Asbestos are supplying a grade of fibre which they call L8 and which they claim is technically equivalent to S.80. Mr. Charles Cobb agreed to send to us at Uxbridge a 2 lb. sample of this fibre so that we could carry out Bauer-McNett surface area and re-inforcing tests to compare with S.80. A full laboratory test on these fibres should be

Mr. Jackson said that the price of the Central's fibre L8 is \$20 per short ton below our own price.

*\$ 285⁰⁰
300
282⁰⁰* I told Jackson that the price of fibre for 1971 would increase to \$285 per metric ton, CIF New Orleans, an increase of 5.75 % on the 1970 price. I told him, however, that he could save \$3 per ton if NAAC agreed to purchase the dollars against this contract in Chicago. Jackson said that their requirements for fibre from us for 1971 were only 400 short tons. I will take up this matter further with Asarco, in the meantime NAAC should offer 400 short tons at \$282 per short ton CIF but should hold out hopes of a slightly lower price for a larger share of their requirements.

He mentioned that their opening equipment at Van Buren is air opening by Willow and then blending, therefore it is possible that they may need a cruder grade of fibre than at Ragland. At Ragland they simply blend Blue and Chrysotile fibres in a Kollergang with about 5 % of moisture for one minute and then add to a turbo pulper where they claim further fiberisation takes place. They use 20 % Blue to 80 % Asarco 4T3 Chrysotile which is the only grade they use. The fibre to cement ratio varies from 15 % to 22 % depending upon the diameter of the pipe. They claim that Certainteed are able to use lower percentages of fibre because they employ Cassiar fibres. Cobb suggested that Mrs. Holtze talks to Mr. Horace Beasley who co-ordinates the fibre requirements for both their plants in order to establish more accurately 1971 requirements.

Amosite

Cobb was very familiar with the advantages of using Amosite and if he requires any quantities for trials he will contact NAAC.

Distribution:

Dr. R. Gaze,
Mr. W. Scott,
Dr. A. A. Hodgson,
Mr. L. A. Van Rosse,

Mr. J. G. Mackeurtan, CASAP
Mr. L. N. Kuyper, CASAP
Mr. J. J. Polizzi, NAAC
✓ Mrs. J. Holtze, NAAC.

JRC:ag
5.10.70.