NEW PRODUCTS AND PRODUCT PROGRESS

Superior Gasket - Asbestos Millboard Gasketing
Felt Products - Gasketing asb millboard gaskets
Detroit Gasketing asb millboard gaskets
North American Asbestos Company - Amosite Paper
McCord Corporation - Product G-600 Asbestos Bituminus Binder
Gerloch Gasket - Blue Asbestos Millboard
B. F. Goodrich - Neoprene Asbestos Paper
Tracy Asbestos - Special Soft Hi-Temp Millboard

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Customers showing increase in sales the first six (6) months of 1965:

L. E. Harnisch	$ 1,610.00
Johns-Manville	$ 12,268.00
H. H. Robertson	$123,579.00
Spaulding Fibre	$ 3,962.00
Nicolette	$ 70,509.00

R. L. Heidt

RLH:bp

PLAINTIFF'S EXHIBIT
tabbies
GF 2468

The RUBEROID Co.

ERIE, PA.

For Attention Mr. R. W. Henry - N. Y. *Date* September 24, 1965

Copy to Mr. D. H. McKenzie *Reference*

Subject NEW CUSTOMERS - NEW PRODUCTS - CUSTOMER INCREASES

The following is a list of new customers obtained in the past twelve (12) months:

New England Mica
Weil-McLein
Presque Isle Paper
Speilberg
Bendix Company
Mettur Chemical
Atlas
Industrial Gasket & Shim
Ohio Gasket & Shim
King Company
Sterling Automotive
Pitt-Fab Industries
Labco
Cromwell Paper Company
Kahn & Keyser
Tracy Asbestos
Empire Asbestos
Lydick-Courtney
Phillip Carey
Nicolet

Mr. F. K. Sweaney — February 3, 1966

Messrs. T. Dent, C.L.Sell

DOLLAR VOLUME SALES - ASBESTOS FIBRE - 1965

The twenty (20) largest dollar volume accounts for Vermont Asbestos Fibre during 1965 are listed below. For comparison, we also give dollar volume for 1964:

COMPANY	1965 DOLLAR VOL.	1964 DOLLAR VOL.	END USE
Columbian Carbon, Int. Inc.	793,013.60	593,747.85	Export
Philip Carey Mfg. Co.	185,908.80	-	Asbestos Paper
O. W. Smith	177,175.13	192,623.49	Export
The Dow Chemical Co.	167,757.03	133,313.01	Chlorine Cells
The Bendix Corp.	115,400.00	102,618.38	Brake Lining
Westwood Chemical Co.	61,278.42	69,918.80	Brake Lining
Raybestos - Manhattan, Inc.	57,737.07	53,979.24	Brake Lining
Hooker Chemical Corp.	40,609.00	48,686.23	Chlorine Cells
Plastics Engineering Co.	37,728.54	74,602.44	Plastics
General Electric Co.	36,365.90	31,221.97	Plastics
Huxley Development Corp.	33,895.36	43,446.00	Export
Wyandotte Chemicals Corp.	29,376.74	33,652.78	Chlorine Cells
F. M. C. Corporation	27,500.00	27,342.97	Chlorine Cells
The Flintkote Co.	27,495.45	46,880.16	Floor Tile
Stauffer Chemical Co.	26,035.00	33,245.33	Chlorine Cells
Carr Automotive Mfg. Co.	25,360.50	16,394.91	Brake Lining
Garlock, Inc.	23,232.00	32,348.74	Gaskets
Diamond Alkali Co.	23,203.30	34,416.16	Chlorine Cells
Frontier Chemical Co.	19,000.50	16,926.94	Chlorine Cells
Pittsburgh Plate Glass Co.	16,060.00	15,826.54	Chlorine Cells

WGN:gw

W. G. Neal