PLAINTIFF'S
EXHIBIT
GF-937

NEW PROCESSES & COST SAVINGS PROGRAMS

ERIE ASBESTOS PAPER & MILLBOARD R & D

1977

NEW PROCESSES	ANTICIPATED INTRODUCTION
10 lb. Asbestos Felt - Cross Vat Agitators - Tensile Improvement	1st Quarter

COST SAVINGS

None at Present

1977

ERIE ASBESTOS PAPERS & MILLBOARD

PROGRAM:

Gasketing, Roofing Felt, Specialty Papers, Millboard

SIGNIFICANCE TO GAF:

New product will utilize existing excess capacity and increase profitability of the asbestos paper operations. Technical support will help maintain existing business.

RESOURCES:

	1976	
	Man Years	Cost ($000)
Exempt: Cavicchio	1.0	25,250
PDA Expense		4,000
		29,250
Less Charges Out		10,000
NET ASBESTOS PAPER & MILLBOARD		19,250

CONFIDENTIAL - COMPANY SECRET

ASBESTOS PAPER, MILLBOARD AND ROOFING GRANULES R&D

Budget Summary (1977 Plan)

		1976 Estimated		1977 Plan*		
		E/NE	Net $	E/NE	$000	Net $
1.	Asbestos Paper & Millboard	1/0	17	1/0	29	19
2.	Roofing Granules	10/7	208	10/9	440	230
	Total	11/7	225	11/9	469	249

*1976 approved plan 11/10, $262M net

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PERSONNEL PLANNING

	Estimated (12/31/76)	Proposed (12/31/77)
	E/NE	E/NE
Asbestos Paper & Millboard	1/0	1/0
Roofing Granules	10/7	10/9*
Total	11/7	11/9

*includes replacement of outside janitorial service by former janitor-handyman employee at essentially same cost.

D

Etc

NEW PRODUCTS: 1976, 1977, 1978 & BEYOND

ERIE ASBESTOS PAPER & MILLBOARD

1976	Month
Victor PS 096 Gasketing	March
Victor PS 222 Gasketing	November

1977	Quarter
Munters Cooling Tower Fill	2
High Temperature Millboard	3
Acid Resistant Millboard	4

1978 & Beyond

High Density Gasketing

Cooling Tower Fill for Air Coil