

# Pacific Asbestos Corporation

COPPEROPOLIS, CALIFORNIA 95228

TELEPHONE 209/785-2201

TLX 359456 CABLE ADDRESS CHRYSOTILE



December 18, 1970

Mr. Ed Holliman  
Plateau Supply Company  
699 Larimer Street  
Denver, Colorado

Dear Ed:

I really appreciated the time you gave us to discuss Asbestos Fibre and the possibility that our companies might establish a business relationship. We are definitely committed to an aggressive Domestic U. S. sales policy, and believe that the Denver area offers a good continuing fibre market. We also believe that Plateau Supply Company is our optimum potential distributor because of its image, aggressiveness and strength already displayed.

We would propose, therefore, that you as a stocking dealer (distributor) would participate at 10% of our Net FOB mill prices, such commission being deducted by you upon remittance of payment. (Actually, we're flexible in the method of commission payments. If you prefer another way, we would certainly consider it.)

We feel we have a number of advantages to offer. First is the freight rate. From Chinese, California (our closest rail point) to Denver, the following rates are current: 60,000# min. \$1.67/cwt; 100,000# min. \$1.54/cwt; 120,000# min. \$1.31/cwt. These compare quite advantageously with the Canadian rates. For example, on 120,000# cars we have a \$10.60 per ton freight advantage on shorts, which is your advantage.

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Second, our lead-time on orders should be less because we're closer to Denver.

Third, our fibres are enthusiastically received on the Coast, and this can serve as an excellent introduction for our fibres.

Fourth, we can offer our "Lode-PAC" shrink-film packaging, which unitizes and weatherproofs our packages of fibre.

Fifth, we are part of a \$275 million-a-year business (H.K. Porter Company), which gives us substance and guarantees a strong future, and yet we have the flexibility and desire to retain a close relationship with our customers.

And sixth, we have a Round-The-Clock Quality Control laboratory which assures top quality fibre and is ready to offer technical assistance.

We would like an opportunity to submit samples and commence our business relationship. We would appreciate 1 lb. samples from you for our lab to make certain identification and analyses, plus a description of the end-use of that fibre. Then we, in turn, would recommend and submit to you our suggested fibre.

Thanks, again, for your courtesies. It was particularly interesting to discover our common interests: A.F.S. and Welsh Heritage.

Sincerely,

PACIFIC ASBESTOS CORPORATION



Robert J. Tucker  
Marketing Research-Sales

RJT:ms