

MINING & METALS DIVISION
COMPETITIVE PRICE REPORT

SALES OFFICE LOCATION
Niagara Falls, New York

11/18/80

PRODUCT

EFFECTIVE WITH RECORD NO.

"Calidria" Asbestos

GRADE

SG-103-9

SIZE

PACKAGE

90 lb. bags

PRICE BASIS

☐ 15 N.T. ☐ LESS THAN 15 N.T.

CUSTOMER AND DESTINATION

GAF Corporation, Vails Gate, New York

COMPETITIVE INFORMATION	COMPETITOR	Carey Canadian Mines Ltd.	COMPETITIVE PRICE	C\$98-105/Ton	UCM PRICE	\$136/Ton*
	ALLOWANCE RECOMMENDED	\$4/Ton	QUANTITY	☒ THIS ORDER ☒ THIS PERIOD	VALID PERIOD	FROM 1/1/81 TO 12/31/8
RATE BASIS	☐ BARGE	☐ CARLOAD	☐ LESS CARLOAD			
	☒ TRUCKLOAD Container	☐ TRUCKLOAD - DUMP	☐ LESS TRUCKLOAD			
COMPETITIVE INFORMATION	COMPETITIVE SHIPPING POINT	East Broughton, Quebec, Canada	RATE	PER	OGT	ONT
			\$		OCWT	
	M&M DIV. SHIPPING POINT	King City, California	RATE	PER	OGT	ONT
			\$		OCWT	
	ALLOWANCE RECOMMENDED			PER	OGT	ONT
			\$		OCWT	

EVIDENCE IN SUPPORT OF COMPETITIVE OFFER

(IN ACCORDANCE WITH POLICY AND PROCEDURE MANUAL SECTION 304, SUBJECT 304.03)

We have been advised by Rose Ann Mun, GAF Corporate purchasing, that Canadian tile grade asbestos will be available in 1981 for C\$98-105/Ton F.O.B. mine. In order to maintain any business at this plant it will be necessary to partially meet the competitive situation and lower our scheduled price from \$136/Ton to \$132/Ton. Even at this price we will not be price competitive because of the large difference in our delivered costs and that of Carey. As an incentive to achieve as much business as possible at Vails Gate, we will reduce the price for SG-103-7 to Long Beach from \$136 to \$132/Ton after the Vails Gate and Long Beach combined tonnage exceeds 4500 Tons in 1981.

*Subject to any change in schedule price.

PLAINTIFF'S
EXHIBIT
GF-1992i

LESMAN (SIGNATURE)

G. L. Dickson am

REGIONAL MANAGER (SIGNATURE)

J. M. Myers 11/19/80

APPROVED

[Signature]