

Mr. F. E. Sweeney

December 15, 1965

Messrs. Hall, Dent, Sell, Matthews, Vachinski

PLAINTIFFS
EXHIBIT
GF-1120

ASBESTOS FIBRE REPORT - NOVEMBER, 1965

November, 1965 Asbestos Fibre Sales totalled 3,605 tons -- dollar value \$317,723.85.

Comparison with November, 1964 and year-to-date is as follows:

	<u>November, 1964</u>	<u>November, 1965</u>
Tons	4,060	3,605
Dollar Value	\$311,166.87	\$317,723.85

	<u>Jan.-Nov., 1964</u>	<u>Jan.-Nov., 1965</u>
Tons	19,766	21,980
Dollar Value	\$1,626,122.13	\$1,971,961.51

*Note: The high tonnage 1964 included spot sale of 1,400 tons 6D fibre to Germany Nov., 1964. ←

Export orders of record, November 30, 1965 are as follows:

Grade JT	125	Tons
Grade JE	108	Tons
Grade 4K	775	Tons
Grade SB	30	Tons
Grade SE	650	Tons
TOTAL	1,688	Tons

November, 1965 has been a peak month for shipment of fibre, with mining personnel coordinating heavy Export tonnage to meet pier delivery schedules in Montreal, Boston and New York. All commitments of fibre for Germany, India and Japan were met and the backlog of Export orders of record has been reduced to 1,688 tons.

Heater fibre sales "dropped" somewhat, during November, 1965 and we were able to meet the JE commitments of record for 1965. The prospects for December, 1965 are excellent.

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Group 4 stocks are milled and sold on an allocation and Export and/or Domestic requirements of record have been shipped as scheduled. The Export backlog has been reduced to 775 tons and Interplant requirements of 200 tons per month can be supplied February 1966 forward.

Group 5 stocks are at a "run-to-order" level. All resale and/or Interplant tonnage of record was shipped as required during November, 1965.

Group 6 stocks are now current, and with shipment of 1,276 tons, November, 1965, our storage "bottle neck" is no longer a factor. We should concentrate on milling Group 6 fibre to capacity, as this grade presents a favorable return for Ruberoid when compared to the marginal return on sales of Floertile (Group 7) fibre.

Group 7 fibre, is now in balance, and all Group 7 is milled on a "run-to-order" basis. We conferred with mining personnel during our visit of November 10, 1965 and have setup a tentative plan for sale of Group 7 fibres for 1966, consistent with ore body values.

The sale of Vermont Florts are still "depressed" due to heavy competition (report of record) and we await final evaluation of material milled and processed through Bauer equipment, prior to our making new sales commitment.

Estimated Sales, December, 1965 - \$175,000

New Accounts, November, 1965 - One (1)

New Accounts, Year-to-date - Fifteen (15)

W. O. Neal

WON/mh

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