

The RUBEROID Co.

NEW YORK, N. Y. 10017

For Attention Mr. F.K. Sweeney

Date April 7, 1965

Copy to Messrs. Sweeney, Liscrick, Matthews, Sell, Laskowski

Reference

Subject Asbestos Fibre Report - March 1965

March, 1965, Asbestos Fiber Sales totalled 1892 tons--dollar value \$176,645.28.

Comparison with March, 1964, and year to date as follows:

	<u>March 1964</u>	<u>March 1965</u>
Tons	1,373	1,892
Dollar Value	\$145,695.04	\$176,645.28
	<u>Jan.-March 1964</u>	<u>Jan.-March 1965</u>
Tons	3,774	4,421
Dollar Value	\$334,477.34	\$384,956.86

Export tonnage, for the most part, was limited to 4K fibre, milled during February and March, 1965, but tonnage will accelerate with opening of St. Lawrence Seaway. (Refer to firm order file listed below.)

Firm orders are of record for shipment to Germany, Vietnam and India, and a new quotation for an additional 2500 tons A.I.D. fibre, shipment July-December, 1965, is pending (original inquiry for 3500 tons was not accepted).

Export orders, of record March 31, 1965; firm milling schedules planned, are as follows:

Grade	3T	153	Tons
	3E	100	
	4K	892	
	4F	100	
	5B	300	
	5E	400	
	6D-V	142	←
	7TS	<u>100</u>	
TOTAL		2187	Tons

Hooker fibre sales continue to reflect 1964 sales level, leaving limited tonnage to complete Group 3 commitments listed above. The mine personnel will work up a suggested milling schedule for our review, and prior to quoting shipping dates.

Grades 4 and 5 fibres will be placed on an "allocation" basis for balance of 1965, pending a review of inter-plant requirements, versus outside sales.

MICH05377

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Subject **Asbestos Fibre Report - March 1965 -- page 2**

Group 6 fibre supplies are now in balance, and the new demands at Erie, plus sales to Germany, and potential sales to brake lining outlets, reflect a healthy position for the balance of 1965.

Group 7 fibre, with the exception of Grade 7M, are in balance. A continued effort in sale of 7M fibre is our goal for 1965. The Industrial Products Division must continue to assist, in an effort to move present excessive supplies of 7M fibre (575 tons on hand, March 31, 1965).

Interplant requirements continue to exceed milling capacities, thus, limited tonnage will be purchased from Canada. This trend will continue through June, 1965. Formulae adjustments, where applicable, will allow our mines to ship maximum quantities of 5 and 6 fibres, as available.

The mine inventory March 31, 1965 (1146 tons), was low, due to planned interplant deliveries prior to Vermont tax assessment.

Asbestos fibre sales estimates, April, 1965--1950 tons; dollar value--\$170,000 (\$90,000 export).

New accounts, March, 1965--one (1).

New accounts, year to date--three (3).

W.O. Neel

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