UC 143-2

Need for Asb Strategic Plan meeting 5/2

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Date April 19, 1979

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject Strategic Planning-Asbestos

PLAINTIFF'S EXHIBIT UC-809

This is in response to Bob Rebholtz' memorandum dated 4/3/79 concerning definitions for the asbestos business and industry. Bob noted that it would be difficult to arrive at single definitions - I think that it is impossible and still be able to describe the business/industry accurately.

Our asbestos business involves the mining, milling and marketing of short fiber, high quality asbestos fiber products for various industry segments. If this is an acceptable definition for the business then we have half of what we need.

A single industry definition is not possible since we serve certain segments of several quite diverse industries. A major portion of our asbestos business is in the vinyl-asbestos floor tile and other markets when we compete with other short fiber asbestos. We cannot compete with non-short fiber asbestos in other markets, which comprise the major share of the competitive asbestos industry. Another major segment of our asbestos business is in viscosity control markets where we compete with non-asbestos products. We do not compete with these non-asbestos products in the major share of their markets.

If we ignore some minor markets and the Japanese paper industry, where we compete with yet another line of products, we could consider that we are in two industries: short-fiber asbestos and viscosity control. I do not feel that our asbestos business can be properly evaluated without considering the two industries noted above. I plan to present data in this manner at the Strategic Planning meeting.

John L. Myers

J. L. Myers (HMBR)

JLM:dal