Unheat Treated -
90,000 BF/yr.

Heat Treated molten metal marinite

Domestic Req'd - 202,000 BF/yr.

Suriname - 200 sheets 4x8x1 - ? 6,400 BF/y

australia - ? 3000 BF/yr

PLAINTIFF'S EXHIBIT
AL-641



April 9, 1969

Johns-Manville Sales Corporation
22 E. 40th Street
New York, New York 10016

Attention: Mr. K. Slater - (Weber is on vacation)

Reference: Alcoa's Estimated Usage of Heat Treated Molten Metal Marinite

Gentlemen:

As requested by Mr. Carl Weber, we have attached the monthly requirements of Heat Treated Molten Metal Marinite at our various plant locations. Your efforts will be appreciated in policing Alcoa's share of the allotment of Marinite to your distributors.

Very truly yours,

Len.

M. J. Caprio
Senior Buyer - Industrial

MJC:naf

Attachment

Also P-541918 (a Purchase Agreement for lots of stuff - 25 items) covers MMM for Suriname's requirement thru 1st & 2nd Q 1970 Cap will make our international requirements (Suriname and Aust) known to Webber - he is in touch with him frequently.

mp

PITTSBURGH PURCHASING

INDUSTRIAL - 19

MR. LEN B. NEUBERT

PITTSBURGH OFFICE - 19

April 14, 1969

RE: ESTIMATED REQUIREMENTS FOR MOLTEN METAL MARINITE
JOHNS-MANVILLE

This is in reference to the attached letter from Mr. C. P. Weber, Johns-Manville, dated April 1, 1969. Alcoa's total estimated yearly requirements based on releases made in 1968 and the first quarter of 1969 are listed below for both Heat Treated Molten Metal Marinite and Molten Metal Marinite.

	Heat Treated Molten Metal Marinite	Molten Metal Marinite
Domestic Plants	202,000 Bd.Ft./Yr.	90,000 Bd.Ft./Yr.
Foreign Plants	10,000 Bd.Ft./Yr.	Nil

As shown above, the major portion of our requirement is in the heat treated form. These requirements will increase in direct proportion with the percentage increase in ingot casting facilities.

Early in 1967, with encouragement from Alcoa, Johns-Manville bought a second-hand gas fired muffle type furnace for approximately $50,000 to heat treat Molten Metal Marinite prior to shipment. This capital expenditure was approved by Johns-Manville's management on the basis of Alcoa's intent to purchase a minimum of 200,000 Bd.Ft./Yr. which represented a total dollar value of approximately $380,000. Today Johns-Manville's limited facilities cannot meet the demands of both primary and secondary aluminum producers for the heat treated material. The replies to Mr. Weber's inquiries will be used in planning new facilities for both fabricating and heat treating the Marinite type material. In the interim period, Mr. Weber has assured us, verbally, that Alcoa's heat treated requirements will have priority over those of other customers.

Johns-Manville has a new product, Marimet-45, which is an improvement over Molten Metal Marinite, particularly in some of our horizontal ingot casting operations. This material was developed as a direct result of Alcoa's continued pressure on Johns-Manville to upgrade Molten Metal Marinite for our ingot casting applications. Marimet-45 is not commercially available; however, we are presently negotiating our requirements for this new material so that we will have the jump on our competitors. The new facilities contemplated by Johns-Manville will be compatible for both Marinite and Marimet.

M. J. CAPRIO

MJC:naf

Attachment

		BF
24 pcs	4x8x 1/2	~~384~~ 400
3,204	4x8x1 (32)	108,300
		5,000
312	4x4x1 (16)	87,600
1368	4x8x2 (64)	201,300
180	4x4x2 (32)	

200 32 200 64 00

Green –

Navick – 50,000 BF

Massena 20,000 BF

~~20,000~~

90,000 ~~100,000 BF~~