FILE NAME: National Gypsum (NG)

DATE: 1967 Apr 25

DOC#: NG041

DOCUMENT DESCRIPTION: Report of Trip to Thetford Mines with U.K. Guests

W. N. Reakes

Trip to Thetford Mines
With U.K. Guests

April 25, 1967
Industrial Sales

On April 8, Kris Hansen held a get-acquainted gathering at his home in Clarkston, Ontario for the purpose of introducing U.K. guests, Mr. Norm Crosley of Armstrong Cork and Mr. Tom Kirkwood of Brandhurst to British Metals Corporation and National's personnel.

The following day, the two visitors together with K. Hansen, B. McKay of BMC and E. Jones, V. Cheavacci and myself journeyed to our asbestos mining mill at Thetford Mines. Monday A. M., we were welcomed by R. S. Coleman, the Plant Manager, and the Assistant Mine Superintendent gave us a descriptive talk on NAM mining procedure supported by drawings and an actual scale model of the mining area. Later the same morning, the visiting parties were escorted on a tour of the mine, drying, milling and storage operations. Mr. Coleman and his staff hosted the group at a luncheon at a nearby motel.

After lunch, all the members of the party from Buffalo together with R. S. Coleman, J. Turcot and R. Gale of NAM met in the conference room to discuss the Armstrong Cork U. K. request for small packaging in dust-proof containers.

Mr. Coleman ably chaired the meeting outlining the various schemes that had been given consideration and approximate costs for each. An important concession made by Mr. Crosley of Armstrong was that they would accept two units of 30 lbs. to one unit of 40 lbs. This will mean a considerable saving over the previous estimates for equipment required to produce an equal number of 30 and 40 pound bags.

Two engineering firms are now working on a plan of slicing the present 100 lb. cake of asbestos into the required three units, and their packaging in polyethylene bags. Our Materials Handling Division is studying a standard palletizing scheme to suit both 30 and 40 lb. bag weights.

Mr. Crosley emphasized the importance of dust-free containers by pointing out the strong stand that the Health authorities in the British government are taking against dust hazards at both dock sites and plants.

It is hoped that our present plans will be successful and we will be ahead of competition in complying with regulations on U. K. asbestos imports. Our co-operation with Armstrong Cork on this packaging plan should further cement our relationships and influence future fibre sales to them.

32775

Tuesday A. M., the visiting group drove to Quebec City and visited the warehouse at dock side where we have 1,500 tons of EAM Group 7 fibre in storage for Armstrong future shipments. Storage costs will double after the 15th of April on this material. Armstrong have agreed to increase their tonnage and advance the shipping dates somewhat on the first two lots to go to the U. K. but we will still have approximately 500 tons remaining subject to the higher storage costs. The National Labor Board have requested that we clear all our fibre out as soon as possible. Armstrong's agreement of the advance shipments will only ease our warehousing situation temporarily and our problem will be further aggravated when the plant expansion comes into effect this fall.

We noted that EAM's pressure packed fibre seemed much looser than Bell and ACL bags piled in the same shed. Slightly smaller bags should result in a more attractive package.

We had hoped to see a vessel loading asbestos, but this wasn't possible and the party returned to Buffalo by Company plane Tuesday afternoon.

Wednesday A. M., a meeting was held in the Buffalo office to further discuss the packaging talks held in Thetford and this was followed by a luncheon held in the Executive Dining Room. In the afternoon, Mr. Crosley was given a tour of the Niagara Falls and that evening the U. K. and BMC visitors were guests of Bill Duncan at a dinner in the Skylon Tower.

Thursday morning, after a short meeting held in the office, the guests left for Toronto and Lancaster by air.

R. M. Moore

RMM/jt

32770

000071