

The RUBEROID Co.

NEW YORK, N. Y. 10017

For Attention Mr. E. B. Hatten

Date September 13, 1965

Copy to

Reference

Subject

1. Robertson

Can we keep this business? Why we get business, Nicolet cannot make?

Yes, we can keep if we keep up Specs. - We are getting better than half.

Nicolet - we think they are still getting some business.

Carey - getting a portion

2. Wilson

What profit margin?

Profit margin - 20% Average - ?

3. Asbestos Paper - Millboard

No great increase in number of Customers. We are presently soliciting the prime or major market for these products. We have increased our business with present customers. - ?

Other major market is floor covering and we are trying to sell this market. To-date, we have not been able to manufacture. - ?

R. W. Henry

RWH:ng

MICH04991

Dick Henry

Robertson -

① Can we keep this business?
why we get business?
Grant N. COLLET CANNOT MAKE
Wilson - what profit margin?
18-20%

Asb. Papers - New customers last 18 mos
Growth possibilities?

Asb. Millboard - H H

H.B.H.

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ASBESTOS PIPELINE FELT □ GLASS WRAP □ ROCK SHIELD □ OUTER WRAPS

HENRY B. HUTTEN Vice President, Industrial Products Division

9/13

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