Circulated to:
RMB/MPH/JCTF/JMG

PLAINTIFF'S EXHIBIT CT-105

TURNERS ASBESTOS FIBRES LIMITED

Visit by Mr. J.C.T. Fell to Certain-teed Products Corporation, Pipe Division, Ambler, Pennsylvania on Wednesday, 8th June 1966

Mr. R. L. Lanz - Vice President
Mr. J. J. Durkin - Purchasing Manager
Mr. L. F. Kaas - Plant Manager
Mr. C. R. Meek - Research and Development Manager
Mr. J.C.T. Fell - Sales Director, T.A.F.Ltd.

Polythene-lined bags

With some feeling Mr. Lanz raised the question of polythene-lined bags. He asked if we could cease using this type of packing immediately. Although he agreed that we had given some notice of its adoption, Certain-teed had not realised the extent of the difficulties they would encounter until several shipments had been received. Allowing for the fact that the company held several months' stocks the first polythene-lined bags did not come on to the factory floor until comparatively recently; whenever a piece of polythene reached the sieves there was a weakness in that particular lami ate in building up the pipe. When the product was autoclaved e polythene melted into a waxy discoloured condition.

It was explained that in the course of time South African regulations would compel the use of dust-proof bags. Since polythene had proved unacceptable an alternative material would have to be used and this would probably be paper. Since Certain-teed factories use a dry fibre preparation process, Mr. Lanz pointed out that this would be just as disastrous as polythene. He asked whether Griqualand and Kuruman would begin using impermeable bags and asked T.A.F.Ltd. to insist that polythene would not be used. I undertook to enquire from Kuruman what form of dust-proof packing they would adopt and to ask Central to send Certain-teed a sample bag. We discussed the various forms of impermeable packing and if something had to be used, the only form which appeared to be acceptable to Mr. Lanz was Clupak or something similar. He said he had not seen this type of bag but considered that it was most likely to be effective because the paper liner was secured by an adhesive to the jute. We would have to ensure that the paper did not peal off and contaminate the mix.

Undoubtedly Certain-teed regard this problem of polythene contamination very seriously indeed. They say they have done their best to prevent contaminated products from reaching the customer but doubt if they can be entirely successful. They have taken the matter up with their other suppliers but so far without result. I explained that so far as our Mines were concerned they had probably bought in considerable stocks of polythene. Mr. Lanz commented that even so there was no alternative but to eliminate polythene immediately. If the position in South Africa allows, we are asked to revert to plain jute sacks as soon as possible. It is not yet mandatory to use impermeable bags in shipments to the United States but until legislation in South Africa makes this compulsory N.A.M.(Pty.)Ltd. had better investigate the possibilities

of finding something similar to the Clupak bag. They may save some time by comparing notes with Cape who are known to have been investigating this type of bag.

When I met Mr. Kaas in the factory he suggested that the position could probably be improved if a thicker gauge of polythene were used. However, when I had put this suggestion to Mr. Lane he doubted if it would be satisfactory because of the danger of the strip by the bag closure being torn off at the seam.

Blue fibres

Mr. Durkin said that he had just completed a shipment schedule for the end of the year covering the supply of a further 380 tons of Griqualand 'S' grade which T.A.F.Ltd. had arranged to supply to replace a short fall in production of a similar quantity of TA/K. Mr. Durkin has written to Mr. McCullough with this information. In their evaluation of Crocidolite grades Certain-teed have evaluated TA/K, Griqualand 'S' and KCB/RJ for filtration and for reinforcement values. Mr. Mook produced figures dated December 1965. These were discussed with Mr. Lincoln during his last visit to Ambler and he has copies of the data sheets concerned. Nothing was said to the effect that the future position of TA/K was threatened but since the figures show that it is not quite so good a buy as the other two grades, it may well be that our friends will draw attention to this when we negotiate prices for 1967.

Certain-teed are looking at a sample of Cape M.S which Mr. Lincoln recently sent to them at the request of Mr. Bateman. Mr. Lane made the point that so far as the 1,000 tons or so of this grade in the U.S. Stockpile were concerned, if Certain-teed decided to buy this lot they would prefer to do so from Cape than from the Stockpile Authority direct. Their buying from Cape means that Certain-teed could refer back to the original supplier if there were any difficulties regarding quality or consistency, whereas they could not refer back to the Stockpile Authority.

Packaging

When talking about Certain-teed's difficulties with polythene, Mr. Lane asked why African fibres could not be pressure packed. I explained that this had been turned down by the Mines during previous investigations on grounds of cost and it was not always economic to instal separate lines of pressure packing units when there were so many grades being processed through a variety of mills. Nevertheless, I explained that T.A.F.Ltd. were undertaking a survey of the packaging and handling of asbestos fibres. Mr. Lane said that when the survey was extended overseas his company would be pleased to answer any questions which Mr. Gemmell might care to address to them. He was in favour of receiving fibres pressure packed in plain jute. On the whole he felt that the packing of Cassiar fibres was the most acceptable. AK and AX were not pressure packed to quite the same extent as Quebec fibres and their density appeared to be mid-way between loose-pack African grades and Quebec fibres.

Mr. Kaas took me into the fibre store at Ambler. This is a low wooden building which is due to be demolished soon and replaced by a more modern structure. The fibre is brought to the plant by box car. In the case of Cassiar fibres there is least handling and consignments come straight through from Canada by rail. In consequence, individual bags are in excellent condition and I could see no traces of punctures by

hooks. In contrast African fibres are man-handled at several points and it was noteworthy that bags of TA/K were in far worse condition than other grades. When the bags arrive in the box cars they are removed and put on to 48" x 48" pallets. If the fibre is loose packed the bags are loaded twelve to a pallet but in the case of pressure-packed grades sixteen bags are loaded on each pallet. In the present warehouse the pallets are stacked four high to a height of fifteen or sixteen feet. When the fibres are required for manufacture a fork-lift truck takes them to the loading point in the fibre preperation plant. Obviously there would be some advantage here if the fibre arrived ready palletised; some modifications would be required because the box cars on the siding are some two or three feet away from the unloading platform so that the fork-lift truck could not run inside the box car. This can be rectified in the design of the new warehouse. Presumably this also accounts for the reason why bags are not put on to Certain-teed's pallets when they are unloaded from the vessel in the Port of Philadelphia.

Pacific Asbestos fibres

Since the Pacific Asbestos Mine was so conveniently placed for their plant in California, nothing would please Certain-teed more than to be able to buy from this producer. Mr. Lang commented that in previous years Pacific had failed to produce acceptable qualities. There was also the problem of continuity of supply because for some time there had been reports that the Mine might have to close down due to its unfavourable financial position. Somehow they managed to keep going. Judging from recent samples it now seemed that the high variability which was so evident in the past had been brought under control. There now seems some prospect of consistent supplies. Certain-teed have placed a trial order for 750 tons of a 4T grade. Pacific fibres appear to have good filtration qualities when compared with African grades but they were less responsive when expressing water from cylinder moulds.

Shipping documentation

Mr. Durkin said that during recent weeks he had noticed a welcome improvement in our handling of shipping documents. He had not had cause to cable for missing papers. Previously we had submitted invoices and insurance certificates without bills of lading and vice versa. I assured him that we had made new arrangements with outside suppliers and shipping lines to expedite the processing of paper work.

Shipping matters

On various occasions in the past Certain-teed have expressed preferences for particular shipping lines in arranging shipments to their various plants. The most recent instance of this was in 1965 when, owing to the strike of American seamen, we were asked to make arrangements to ship by Safmarine. Previous to that there appeared to be some preference for the Robin Line as opposed to the Farrell Line. The London representatives of these two shipping lines, Mitchell Cotts & Co. Ltd. and J. T. Rennie Son & Co. Ltd. respectively, make regular attempts to solicit the business from T.A.F.Ltd. Each company is concerned to obtain as much business as possible of shipments destined to U.S. East coast ports. In all instances we have told these representatives that we are not in a position to influence the business. Since we ship to instructions from Certain-teed we have advised them to refer to Ambler. Unfortunately Mr. Smith, the Traffic Manager, was not at Ambler during my visit but he had given his views to

Mr. Durkin who indicated Certain-teed's preferences for the various shipping companies involved. As regards shipments to West coast ports in Los Angeles and San Francisco, Certain-teed are very satisfied with Nedlloyd. They prefer the Lykes Lines for shipments to Galveston as their experience has been "hit and miss" with the others. For Philadelphia they prefer the Robin Line, as the facilities offered are more satisfactory than the Farrell Line. For some time the Robin Line has offered facilities which suit Certain-teed very well. Shipments arrive at Philadelphia at Pier No.7 and for only a nominal charge the stevedoring company is prepared to store fibres until Certain-teed need them. The Farrell Line brings in fibre to Pier No.78 which is not quite so convenient even though their stevedoring company has made an effort to match the services offered to Certain-teed by its competitors. Mr. Durkin stressed that these preferences are subject to non-interference with the shipping schedules specified by Certain-teed.

J.C.T. YELL

JCTY/CAV
16. 6.66