

The RUBEROID Co.

NEW YORK, N. Y. 10017

SEP 10 1966

For Attention **Mr. P. K. Sweeney**

Date **September 7, 1966**

Copy to **Messrs. Matthews, Neil, Sell, Dent**

Reference

Subject **ASBESTOS FIBRE REPORT - AUGUST, 1966**

August, 1966 Asbestos Fibre Sales totalled 2,284 Tons, dollar value \$205,989.83.

Comparison August, 1965, and year-to-date, is as follows:

	<u>AUGUST, 1965</u>	<u>AUGUST, 1966</u>
TON	2,069	2,284
DOLLAR VALUE	\$199,847.00	\$205,989.83

	<u>JAN.-AUG., 1965</u>	<u>JAN.-AUG., 1966</u>
TON	14,328	17,286
DOLLAR VALUE	\$1,289,112.12	\$1,580,761.65

Total sales continue at mine capacity level (six-day week), but stocks of Grade 6D and 7M are, at present, excessive, due to high yield of these two grades from present ore body. Corrective steps, within reasons of good mining practice, have been taken to balance these inventories.

The Canadian rail strike, last week of August, 1966, did not affect Vermont operations directly or indirectly, as strike was of short duration. Port deliveries are now back to normal.

All fibre shipments, under contract to India, under A.I.D. program, are still "suspended," pending clarification and authorization of sufficient U.S. funds to cover present licences arrangements. Tonnage, consisting of 2,385 Ton, is still committed to Columbian Carbon, but delivery, if applicable, will be extended to cover that period of suspension.

Export contracts of record (excluding India A.I.D. tonnage) scheduled for shipment via Montreal, Boston and/or New York, balance of 1966, are as follows:

Grade 3T	85 Ton
3Z	77 "
4T	60 "
5D	255 "
6D	172 "
7D	132 "
7F	50 "
7M	73 "
7TS	400 "
FLOATS	105 "
Total	1,411 Tons



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Fibre sales, destined for Japan, continue to improve, consistent with completion of several plant trial runs scheduled by our Tokyo agent.

West Germany tonnage was temporarily curtailed, but negotiations are underway for 1967 contracts. Our Agent requires technical assistance, to instruct German, Italian and Belgium accounts on methods of adapting Vermont fibre to efficient A/C operations. We may require the services of Herman Kuhlken for a two-week period, late Fall, 1966.

Hooker Fibre (Group 3 and 4) sales continue to improve, and August, 1966 sales in excess of 200 ton, taxed mining capacity.

Domestic sales continue to improve and as the Interplant requirements "dwindle," our pick-up in outside sales, assure full mining operations for balance of 1966.

Grade 7M sales are greater than the average of last two years, but ore yield has been far greater than improved rate of sales while inventory dropped 70 Ton over July 31/66, we will require special sales emphasis of all Industrial sales force, plus, a Special Sales Program, spearheaded by our V. J. Laskoski.

Asbestos Floats (Grade 7TF-5) show serious deficiencies when merchandised as an equivalent to Philip Carey and/or J-M Floats. Mr. Laskoski's efforts will be concentrated on this phase of our operation, until we are convinced that we have explored every channel of sale for this product.

Estimated Sales, September, 1966 - 2,000 Ton

Estimated Dollar Value, September, 1966 - \$185,000

New Accounts, August, 1966 - Two (2)

Total New Accounts, Year-to-Date - Seventeen (17)

W. G. NEEL
W. G. NEEL

WGN:hk

The RUBEROID Co.

VERMONT ASBESTOS SHIPMENTS

TONS

		<u>AUGUST</u>		<u>1966</u>	
		<u>AUGUST</u>	<u>AUGUST</u>	<u>YEAR-TO-DATE</u>	
		<u>1965</u>	<u>1966</u>	<u>1965</u>	<u>1966</u>
C From: Vermont	To Our Plants	2,016.00	1,082.00	10,274.75	7,638.40
	To Customers	<u>1,967.00</u>	<u>2,074.10</u>	<u>13,189.45</u>	<u>16,084.25</u>
		3,983.00	3,156.10	23,464.20	23,722.65
O From: Canada	To Customers (J-M)	-	-	50.00	50.00
Specialties					
P	Hooker #1	33.95	70.075	438.60	433.25
	Hooker #2	67.90	110.10	592.25	624.15
	Hooker #3	-	-	57.50	50.00
	Hooker #4	-	<u>30.00</u>	-	<u>45.00</u>
	Totals	<u>101.85</u>	<u>210.175</u>	<u>1088.35</u>	<u>1152.40</u>
Y To Our Plants		2016.00	1082.00	10,274.75	7,638.40
	To Customers	<u>2068.85</u>	<u>2284.275</u>	<u>14,327.80</u>	<u>17,286.65</u>
		4084.85	3366.275	24,602.55	24,925.05
Percentages					
Vermont Mine Shipments					
To Our Plants		49.4	32.1	41.8	30.7
To Customers		50.6	67.9	58.2	69.3

The RUBEROID Co.

FROM VERMONT
TO OUR CUSTOMERS
BY GRADE

YEAR-TO-DATE

GRADE		<u>TONS</u>
3T		40.00
3Z		83.05
4A		2.10
4D		.35
4K		919.80
4T		338.60
5D		642.80
5K		1175.80
5R		1507.95
6D		4586.15
7D		269.00
7F		808.05
7H		924.50
7K		1.10
7M		2794.55
7R		134.00
7T		26.20
7TS		790.00
7TF		1019.25
8S		1.00
		16084.25

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