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Tarkett Inc.

GAFSTAR VINYL FLOORING

Interoffice Correspondence

To: I. Backhamre
Location: Parsippany

Date July 22, 1982
cc:

From: W. H. Page
Location: Parsippany

Subject: MANNINGTON REQUIREMENTS

The attached letter states that Mannington will take the minimum quantity of asbestos felt for the year 1982 to avoid paying the penalty but would then use this excess in 1983 when they don't have a penalty and not order felt from us.

I am sure that we can supply the quantity they request by making some ahead in October and November. They do not have storage space and will have to rent space which will cost them less than the penalty.

I would guess that if they take this material in 1982 that they will not order any felt from us during January, February and March 1983 except for possibly some odd sizes they don't have. I have projected their total purchases at 16,500 tons for 1983.

We should discuss the options before replying to their letter. We have several.

A. Meet their requests knowing that they will not order for 2-3 months in 1983.

B. Forgive the penalty in 1982 which will even the shipments out in 1982-1983.

C. Have them pay for the minimum tonnage in 1982 but we would ship the 1945 tons (extra) in 1983 at the rate of 325 tons per month for the first 6 months.

We should discuss these options as soon as possible.

Wayne H. Page

WHP:kc
Attachment