PLAINTIFF'S
EXHIBIT
GF-1087

The RUBEROID Co.

NEW YORK, N. Y. 10017

For Attention Mr. F. E. Sweeney *Date* March 5, 1965

Copy to Messrs. Limerick - Matthews - Sell - Laskoski *Reference*

Subject ASBESTOS FIBRE REPORT - FEBRUARY, 1965.

February, 1965 Asbestos Fibre Sales totalled 1671 tons - dollar value $135,161.15.

Comparison with February, 1964, and year to date is as follows:

	February 1964	February 1965
Tons	1208	1671
Dollar Value	$100,937.83	$135,161.15

	January - February 1964	January - February 1965
Tons	2401	2529
Dollar Value	$188,782.30	$208,311.58

Export tonnage of record (January, 1965, report) destined for Germany, was released for shipment through the port of Montreal. The Russian steamers are "Ice Bound" in the port (690 tons of fibre) Ruberoid received payment in full, but customers are concerned on delay of shipment of fibre.

Export tonnage, scheduled for A.I.D. accounts, India, were again delayed, due to "I.L.A." strike. We released fibre for domestic use, rather than build up Vermont inventories, and will reschedule A.I.D. fibre for March, 1965, shipments.

Our Export Agents have quoted on an additional 3500 tons A.I.D. fibre, for shipment May - December, 1965, (final award will be published March 15, 1965).

Export orders, of record February 28, 1965, with milling schedules planned March 1st forward, are as follows:

Grade 3T	153 Tons
Grade 4K	800 Tons
Grade 5B	150 Tons
Grade 5R	500 Tons
Grade 6D-V	120 Tons
Grade 7TB	100 Tons
Total	1823 Tons

Rooker Fibre sales, year to date, are equal to Group 3 yield, thus, all available tonnage is moving in this direction. We are committed for 153 tons Group 3 fibre, over and above available stocks, causing some adjustments in customer's service. We expect to work-out of this difficulty on or before May 31, 1965.

MICH05365

The RUBERCID Co.
NEW YORK, N. Y. 10017

For Attention Mr. P. K. Sweeney *Date* March 5, 1965

Copy to Messrs. Limerick - Matthews - Sell - Laskowski *Reference*

Subject [illegible] REPORT - FEBRUARY, 1965.

Grades 4 and 5 (including Interplant) are "tight" and we anticipate a shortage (sales exceeding supply) for the entire year 1965.

The change in mill-flow has resulted in surplus Group 6 fibre, and we suggest that our own plants reformulate, where applicable, to consume the maximum quantity of Group 6 fibre. Our sales efforts will be channeled in this direction.

Group 7 fibre, now limited to ED-7F-7H-7M and Fleets, continues to move at the present level of production, but we do require a larger share of the Insulation Cement market (Grade 7M). Our performance to date, 1965, is not satisfactory.

Grade 7TS (Floortile fibre) is practically non-existent, due in part to quality restrictions, but for the most part, price. Our major competitor announced a price decline of $2.00 per ton, resulting in a loss of the "fill-in" tonnage that we were shipping to Flintkote. This reduction in price has benefited our Newburgh Floortile plant, however, as Newburgh are now purchasing Canadian fibre at this lower price level. We have published a competitive pricing schedule for 7TS fibre, but due to low profit return, it is our intent to concentrate sales efforts on more profitable grades of fibre.

Interplant requirements continue to exceed milling capacities, thus, limited tonnage was purchased from Canada. This trend will continue during the month of March, 1965. Messrs. Sell and Crippen are kept abreast of available grades of fibre, and formulae adjustments, where applicable, will allow our mines to ship maximum quantities of Grade 4 and 5 and 6 fibres as available.

Asbestos fibre sales estimates March, 1965 - 1700 tons.

New Accounts, February, 1965 - one (1)

New Accounts, Year to date - two (2)

W. G. Neel

WGNsap

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