F.J. 1170-1116

3/9/69

A.F.D. ASBESTOS
March 7th, 1969

J.R.M. Hutcheson

LOOSE JUTE
Your letter to H.W. Hendry March 6/69

Attached is a status report on each of the accounts shown in your subject letter.

It is our intention to have all of these accounts switched to an acceptable package by the end of 1969.

Visits have now been scheduled to Bendix on March 11th and Karnak during April. I will be visiting the other accounts as soon as it can be worked out with each Salesman.

M.D. WEBB

MDW/oh

cc: R.E. Sampson
J.O. Eby
G.A. Campbell

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1. Bendix 5R04 3,000 tons Approximately

Have had one ton of pressure packed for over a year and not yet evaluated. A visit is scheduled to their plant on March 11/69 and the situation will be made clear at that time. They believe they will be forced to make some equipment modifications and are in no hurry to do so. We intend to change this attitude on March 11th.

2. Raybestos 4T12 1,000 tons Approximately

Dow

On March 4th and 5th, 1969, two of their engineering personnel visited here to study the handling of pressure packed fibre and dust control. Their Senior Management has the pressure on them to eliminate the dust problems of loose jute in their plant. They estimate expenditures in excess of $100,000 to correct the situation. This will take several months to complete, but we are optimistic that it will be switched to pressure packed by the end of 1969.

3. Dow Chemical 4D12 350 tons Approximately

Following a visit in October 1968 to discuss the loose jute situation, we sent one ton of pressure packed 4D12 in December. A report received January 13/69 says "it looks gloomy", but still testing. Have asked J.M. Sharratt for a further report.

4. Karnak 7T05 2,000 tons Approximately

Will visit them during April to discuss the situation. Looks like we will have to assist in modifying their operation. Expect to have them converted by end of 1969.

5. Delco Moraine 5E04 * 500 tons Approximately

A visit was made in February and confirmed by letter on February 13th, 1969 that loose jute would not be available after 1969.

6. Asbestones 5E04 200 tons Approximately

A visit in mid 1968 reported that they had installed mixers which should be able to use pressure packed fibre. Have now asked M.W. Blackhurst to arrange an evaluation of pressure packed. Expect to have them converted by end of 1969.

* Changed due to increased business

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