PLAINTIFF'S EXHIBIT

UC-3871

MEMORANDUM

January 28, 1974

To: Files

From: W. C. Thurber

cc: J. L. Myers

This is to summarize our conversation of January 23, 1974, with Don Miller of Kentile Floors Inc. in Brooklyn.

Kentile is currently operating three floor tile plants (viz, Brooklyn, Chicago and Torrance) and generally utilizes Atlas, Carey and Calidria asbestos. A very limited amount of Johns-Manville asbestos is used in certain application where whiteness is required. This amounts to a car per plant every few months. Total usage in all plants for floor tiles is 12,000 tons per year, of which roughly half is California asbestos (2,000 per year Torrance, 5,000 tons per year Chicago, and 5,000 tons per year Brooklyn). Kentile uses the same formulation in all plants so that no problems with interchangeability exist. Product is generally furnished in and desired in polyethylene bags.

Miller indicated that the floor tile sales are currently greater than production, primarily due to shortages of resins. For example, in the Torrance plant only one of two production lines are running and in both Chicago and Brooklyn the second shift has been dropped. Because of the reduced production, indicated that he would probably only require one car per month from now through the summer shutdown.

Miller indicated that he would be receptive to proposals regarding a requirements contract and that they presently had no long-term commitments which would preclude their entering into such an arrangement.

He asked that we send a sample of our current product to their lab in Brooklyn for evaluation as to brightness.

Miller did not see any significant growth in the floor tile business over the longer term.

WCT:es

UCC 013332

Published by AsbestosClaims.Law
asbestosclaims.law/library/18518/2