Monsanto

FROM (NAME & LOCATION) St. Louis - General Offices

DATE April 19, 1967

SUBJECT

REFERENCE

cc Joe Cresce

TO : JCRES
JOE CRESCE

Just to get the facts straight -

Aroclor Sales (1st Quarter) - Domestic

	Forecast	Sales
Industrial Fluids	1,100,000 lbs.	900,000 lbs.
Capacitor Aroclor	8,474,000 lbs.	7,424,000 lbs.
Plasticizers	6,013,000 lbs.	5,601,000 lbs.
	15,587,000 lbs.	13,924,000 lbs.
Transformer Fluids	3,072,000 lbs.	3,175,000 lbs.

Pydraul Fluids are below forecast.

International Division sales are below forecast.

So - the problem is not selling more than we forecast.

DSW 200799

G. R. BUCHANAN

/jj

And to be sure they are straight

Production Liquid 1st quarter 16,092,608#
" Solid " " 2,489,997#

Production Capacity liq. 1st quarter — 19,386,000#
" " Solid " " — 2505,000#

Liq Sales Forecast — — — 70,200,000#
Liq Sales Capacity — — — 77,600,000#

IN-10 REV. 11-65

STLCOPCB4058863

We operated to meet sales demand and at reduced rate in Jan and February. Then we had a surge in demand in March which continues and which we are keeping up with very well.

DH
4/24

D. B. Hosmer - DHOSM

DSW 200800

STLCOPCB4058864