

DATE November 8, 1985

FOR

ATT: See Distribution

WHITTAKER, CLARK & DANIELS, INC.

SUBJ: 1986 Il Shin Projection

INTER OFFICE CORRESPONDENCE

I have analyzed our 10 month 1985 shipments for the following products:

1625	2,715,885
1623	361,525
4473	62,130
4475	1,252,500
5251	178,650
4545	22,200

Annualizing the 10 month shipments, factoring the blended products at 80% and allowing for a 10% increase in shipments, I have estimated the total requirement for 4473 Talc at 5,000,000 pounds.

We currently have inventories as follows:

Diana	2,279,720 lbs.
South Plainfield	536,580
Carlstadt	435,600
Nov. & Dec. Shipments	380,000
TOTAL	3,631,900 lbs.

This would result in our needing approximately 1,400,000 pounds to meet our requirements for 1986. It is our opinion that we should maintain an inventory of 2,000,000 pounds and, therefore, we would require approximately 1700 tons to satisfy our projected shipments plus maintaining a 2,000,000 pound inventory for the year 1986.

Based on the above, I have given Mr. Park of Il Shin a projected schedule as follows:

January 1986	-0-
February "	-0-
March "	4
April "	4
May "	4
June thru December	-- 8 containers per month
for a total of 68 containers.	

Should our business remain as for 1985, the above schedule would result in an ending inventory of approximately 2,300,000 pounds and if the business increased 10%, we would end up with approximately 1,800,000 pounds.

November 8, 1985

By loading the larger quantities later in the year, it will allow us to delete our inventories in South Plainfield and Carlstadt. Also, it gives us the flexibility to decrease our commitment in the latter months should our business fall off.

I told Mr. Park this was just a tentative schedule and we would firm it up on his visit with us on Thursday, November 21, 1985.



R. G. Light

RGL:jrb

Distribution: Messrs. F. F. Roesch
G. J. Dippold
M. Argyelan

WHITTAKER, CLARK & DANIELS, INC

AMALGAMATED 8-B-82 97

AUSTRALIA CRUDE

CMI

		1	2	3	4
			PER TON	PER CB	
1	MATERIAL 135 MT	MT	135.08	0614	
2	FRT TO CMI	4.95	5.00	0025	
3	WHARFAGE: .40/TON		40	0002	
4	DOCLAGE		40	0002	
5	LINE HANDLERS		15	00007	
6	WGT TIL 23 TON PER T/L		06	00002	
7	VESSEL UNLOADING 3.00/T. (30')		300	0015	
8	LOADING OUT 1.50 PER TON		150	00075	
9	STORAGE (ESTIMATE)	ms	120	0006	
10	INTEREST EST. (incl. 10% fixed cost)		1200	0060	
11					
12			158.79	07939	
13					
14					
15					
16			13381		
17					
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40					

COST SHEET

DUCT NO. 8511-11

SUPPLIERS: AMALGAMET

PRODUCT NAME: WESTSIDE PREMIUM GRADE COAL TAIL

TERMS: NET 90 DAYS

DATE:

Lump Form

NET 30 FKT

OUTSIDE WAREHOUSE

SO. PLAINFIELD WAREHOUSE.

DIRECT SHIPMENT

PACK:

COST OF PRODUCT

C&F OGDENBURG, N.Y.

MATERIAL COST: \$ 0615 (P.O.B. SHIPPING POINT)

LESS/TRADE DISCOUNT: \$

NET COST OF PRODUCT:

OTHER CHARGES

FREIGHT: (OCEAN)

TO C&I

F. LGHT: (INLAND)

.0030 ✓

DUTY: - FREE

WHARFAGE

INSURANCE:

.0003

BROKERAGE:

DOCKAGE

WAREHOUSE:

.0002

ALL OTHER: LOADING OUT

.0008

WEIGHING

.0007

INTEREST 6% SIX MONTHS

.0036

VESSEL TO STOCKPILE

.0015 ✓

VARIANCE: STORAGE

.0006

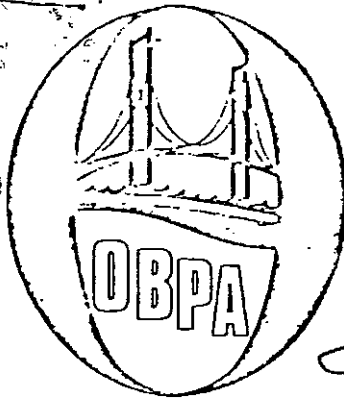
TOTAL OTHER CHARGES:

LOSS ON GRIND 100% .0071

TOTAL COST OF PRODUCT: 0.789

PRODUCT DETAIL ANALYSIS

PRICE TABLE



OGDENSBURG BRIDGE AND PORT AUTHORITY

OGDENSBURG NEW YORK 13669, U.S.A
393-4080 (AREA CODE 315)
Telex 937486 OGDENPORT

JOHN H. GREENE
Chairman

GEORGE B. LOONEY
Vice Chairman

REV. MGR. ROBERT J. GIROUX
Secretary

VERNON D. BURNS
Assistant Secretary

EDWARD J. THOMAS
Treasurer

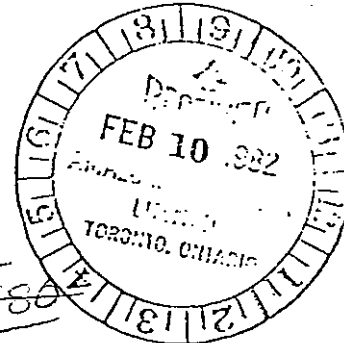
PATRICK E. HACKETT
Assistant Treasurer

WILLIAM R. GREEN
Member

JAMES P. MCGUINNESS
Executive Director

DANNY L. DUFFLEY
Finance Officer

4th February 1982



Mr. Charles Merivale
Amalgamet Canada
P.O. 95
Commerce Court West
Toronto, Ontario M5L 1C9

RE: WHITTAKER, CLARK & DANIELS
5000 TONS CRUDE TALC
IMPORT FROM AUSTRALIA

Dear Mr. Merivale:

In response to your inquiry, the Authority would propose the following cost to handle the import of crude talc from Australia in bulk. It is understood that this product weighs approximately 2500# per cubic yard and should be sized no larger than 8"x8". The following figures are to be used for planning purposes only if the operation or facts were to be modified, then the rates would also need to be changed.

5000 TONS
100 X 50

Wharfage	-	\$.40/per 2000#	. 0002
Dockage	-	\$.08/G.R.T./DAY	. 0002
Linehandlers	-	\$500.00 FLAT	0001
Weighing	7.25	\$1.00 PER WEIGH	T/L WEIGHTING
Vessel Unloading to Stockpile	-	\$3.00 per 2000#	0015
Loading Out	-	\$1.50 per 2000#	0008
Truck Rates to Destination	-	\$5.50-\$6.00 per 2000#	.0035
Storage	-	\$.08 per sq.ft. or part thereof after 15 days	
Covering of Stockpile	-	Cost of Materials and Labor	
Payment of all charges in U.S. Funds			

RECEIVED

FEB 16 1982

WHITTAKER, CLARK &
DANIELS INC.

(11)

8511 AMALGAMET

#135 MT CTF OGDENSBURG NY

LEADER

8511 WESTSIDE PREM BR COSMETIC TAIC
LUMP FORM

TERMS

Clack Mfg. Co.
YTD (9/30/82) Shipments

		1 9/30/82 Inv	2 Shipments		4 Total Prod	5 Prod in 1981	6 Bal 1982 Inv
			Unit	Wt			
1	104 Baxtes	112000	52500	247500	412000	-	412000
2							
3	104 G Baxtes	91500	126000		217500	119050	98450
4							
5	106 Baxtes	107050	-	40000	147050	-	147050
6							
7	140 TALL	200		8000	8200	-	8200
8							
9	141 TALL	114100		13500	127600	-	127600
10							
11	1623 TALL	1600		40000	41600	-	41600
12							
13	1625 TALL	80000	80000	400750	560750	-	560750
14							
15	1629 TALL	42100		20000	62100	-	62100
16							
17	4475 TALL	82300	812100	-	894400	-	894400
18							
19	4545 TALL	272000	8000	330000	610000	-	610000
20							
21	#1 TALL	48000	-	96000	144000	-	144000
22							
23	#5251 TALL	20200		60000	80200	-	80200
24							
25							
26					Total		3,186,350
27							
28							
29							
30							
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							

10/15/82

Shut Industries #4545

Current Selling Price in 350# Drums \$556.00 per ton
South Plainfield

Cost of Kerosene in 350# Drums \$243.00 C.F. NY

Fact to Drive 36.60

Brokers Fee 1.13

Subtotal \$310.73

5% 15.50

\$326.23

Drumming cost 25.50

\$351.73

Plus Int to SP 21.50

\$372.23

\$556.00

WCD 10%

55.60 -

500.40

Cost

372.23 -

CME G.P.

\$128.17

Cost of Kream in Bgs

Fat to Diana

Brokers Fee

Total

5%

\$273.00

36.60

1.13

\$310.73

15.50

326.23

57.00

25.00

\$408.23

fat to SP

21.00

429.23

CFR NY

311

3

314

20

334

21
26

57
25
71
153

3134
10
324

556.00

less 10%

55.60

500.40

Cost

429.23

\$91.17

556
482
74

482.00

432.00

43.20

388.80

334.00

54.80

\$50 x 2000 TON =

\$100,000

1000 TON =

1 1/2

3 yrs.

Early Cars Log

MMK 4/2/80

||||| (320)

J. Delles 11:10 Truck 11:20 74470.1 50.1

74520.2 (270)

J. DeLair 15:47 Big Fork Truck 15:50 74520.2 6.9

1/27 74527.1 (263)

P. Garrow — Trojan — 74527.1 30.6

74557.7 (232)

P. Garrow — Fork Lift — 74557.7 9.1

74566.8 (223)

9:15 Del. from Hornley's 1/27 1000

1/30 (1000)

J. Delles — Sm. Fork Truck — 74566.8 6.5

1/31 74575.3 (993)

K. Ritz — Welder — 74573.3 6.3

74579.6 (987)

M. B. Hickey 15:30 Big Fork Truck 15:36 74579.6 4.1

74583.7 (983)

K. K. Ritz — Ch. Truck — 74583.7 6

74589.7 (978)

M. B. HADDS 8:02 Dump Truck 8:09 74589.7 37.1

74626.8 (9409)

M. K. Ritz — Compressor — 74626.8 53

74629.1 (938)

P. P. Garrow — Trojan — 74629.1 242

74653.3 (914)

7/1	J. Racker — Sm. Fork Truck	— 74653.3	2.5	(914)
	D. Rhubert Fork Truck	20:55 74655.8	9.6	(914)
	B. Camidge Sm. Fork Truck	3:45 74665.8	3	(901)
	B. Hickey 19:05 Compressor	19:10 74666.1	3.4	(901)
7/9	B. Hays 9:41 B.g Fork Truck	9:46 74669.5	9.9	(888)
	B. Hickey — Sm. Fork Truck	— 74679.4	5.9	(888)
	D. Faro — Lg. Fork Truck	— 74685.3	6.8	(882)
7/13	R. Wilton 11:15 Lg. Top Motor	11:20 74692.1	9	(875)
	K. Ritz — Charles Truck	— 74701.1	3	(866)
	K. Ritz — Compressor	— 74704.1	2	(863)
	M. Brown — Compressor	— 74706.1	1.6	(866)
7/15	P. Garrow — Fork Lift	— 74707.7	8.2	(859)
		74715.9	(858)	

2/17			(851)
J. Rucker	9:00	Dump Truck	9:45 74715.9 20
			74735.9 (831)
J. Delair	17:36	Loader	17:43 74735.9 15
2/21			74750.9 (814)
K. Ritz	—	Compressor	— 74750.9 2
			74752.9 (814)
D. Edwards	8:35	Dump Truck	8:50 74752.9 45
			74797.9 (769)
R. Wilton	13:10	Lg. Tow Motor	13:15 74797.9 10.1
2/23			74808.0 (759)
P. Garrow	—	Fork Lift	— 74808.0 9.1
2/24			74817.1 (750)
P. Garrow	—	Fork Lift	— 74817.1 8.8
			74825.9 (741)
R. Wilton	13:30	Sm. Tow Motor	13:40 74825.9 5.8
			74831.7 (735)
K. Ritz	—	Charlie's Truck	— 74831.7 3
2/27			74834.7 (732)
M. Brown	—	Welder	— 74834.7 1.5
			74836.2 (730)
M. Brown	—	Air Comp	— 74836.2 2.4
			74838.6 (728)
R. Wilton	—	Fork Truck	— 74838.6 5.6
			74844.2 (722)

(722)

J. Delair 15:31 Truck 15:35 74844.2

Sm. Fork 74851.2 (715)

B. Gamidge 19:05 Truck 19:12 74851.2 1.5

74852.7 (713)

K. Weeks 9:45 Loader 9:50 74852.7 11.9

Big Tow 74864.6 (705)

R. Morgan 74864.6 6.5

Sm. Tow 74871.1 (794)

R. Wilton 14:35 Motor 14:45 74871.1 3.5

74874.6 (790)

P. Garrow 74874.6 17.4

3/1 74892.0 (673)

R. Wilton 12:10 Sm. Tow 12:15 74892.0 2

74894.0 (674)

D. Rubart 9:00 Fork 9:05 74894.0 8

74902.0 (663)

R. Wilton 8:10 Sm. Tow 8:30 74902.0 3

74905.0 (660)

R. Wilton 13:45 13:55 74905.0 5

74910.0 (655)

D. Rubart 19:10 19:15 74910.0 7

74917.0 (748)

D. Faro Fork 74917.0 7.8

74924.8 (640)

3/2					(640)
K. Morgan	—	Sm. Tow Motor	—	74924.8	2
				74926.8	(638)
D. Edwards	—	Fork Truck	—	74926.8	2.1
3/5				74928.9	(636)
R. Wilton	8:10	Sm. Tow Motor	8:30	74928.9	6.9
				74935.8	(629)
D. Mallette	10:55	Dee's Car	11:00	74935.8	2
				74937.8	(627)
J. Delair	16:17	Big Fork Truck	16:22	74937.8	6.8
3/6				74944.6	(620)
D. Rhubart	7:05	Big Fork Truck	7:10	74944.6	4.2
				74948.8	(616)
P. Garrow	—	Loader	—	74948.8	27.8
3/7				74976.6	(588)
R. Wilton	14:20	Sm. Tow Motor	14:30	74976.6	5.7
				74982.3	(582)
K. Morgan	—	Big Tow Motor	—	74982.3	10.5
				74992.8	(576)
L. Carr	2:45	Sm. Fork Lift	3:00	74992.8	5.4
3/9				74995.2	(569)
R. Wilton	9:00	Sm. Tow Motor	9:05	74995.2	5
				75000.2	(564)
B. Hickey	10:26	Big Fork Truck	10:30	75000.2	10.1
				75010.3	(554)

3/12

(554)

T. Lozo — Compressor — 75010.3 2.5

75012.8 (551)

R. Wilton 8:35 Sm. Tow
Motor

8:45 75012.8 6.4

75019.2 (515)

K. Ritz — Loader —

75019.2 26.6

3/13 75045.8 (518)

J. Delair 12:31 Sm. Fork
Truck

12:39 75045.8 6.2

75052.0 (512)

D. Paro 16:45 Fork
Truck

16:50 75052.0 3

3/15

75055.0 (509)

K. Ritz — Compressor — 75055.0 2

75057.0 (503)

R. Wilton 9:20 Sm. Tow
Motor

9:30 75057.0 4

75061.0 (503)

L. Carr 9:30 Big Fork
Truck

9:35 75061.8 8.8

75069.8 (494)

Sm.

J. Delles 14:05 Conveyor

14:15 75069.8 2.6

3/16

75072.4 (491)

J. Delair 24:45 Sm. Lift
Truck

24:51 75072.4 6.3

75078.7 (484)

Sm.

J. Delles 8:15 Conveyor

8:20 75078.7 2.5

75081.2 (486)

S. Baker 9:35 Big Fork
Truck

9:40 75081.2 2.2

75083.4 (479)

(47)

P Garrow — Truck — 75083.4 — 40

3/19 75123.4 (489)

5 children missing reported to Klu 7/19

75128.4 (434)

R. Wilton	8:10	Sm. Tow motor	8:15	75128.4	5.5
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75133.9 (428)

Time	Location	Notes
11:00	Fork Truck	25133.9
11:05		7

75140.9 (426)

Truck	10140.4	(450)
Conveyor	75140.9	30.3
T. 2020		

75171.2 (39B)

Time	Location	Notes
17:00	Big Fork	
17:05	Truck	
75171.2		4.4

46.4

3/20 75175.6 (387)

K Rtz — Compressor — 75175.6 — 2

75177.6 (385)

D Rhubarb	19:50	Loader	19:55	75177.6	20
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3/21 75197.6 (385)

5. Baker 8:30 - Big Fork Truck 8:35 75197.6 10

25207.6 (355)

R.W. 1 ton	8:35	Sm. Tool	8:40	75207.6	4	(253)
		Motor				

75211.6 (354)

12 Andrus 10:30 Loader 10:35 75a-11.6 6

75217.6 (345)

A. Baker — Truck — 75217.6 6.4

75224.0 (339)

3/22

J. Delles 7:45 Big Fork Truck 7:50 75224.0 7.1 (339)

75231.1 (332)

R. Milton 9:00 Sm. Tow Motor 9:20 75231.1 6 (326)

3/23 J. Delles 11:40 Big Fork Truck 11:50 75237.1 6.8 (319)

B. Hickey 16:10 Compressor 16:15 75243.9 6 (318)

3/26 K. Morgan — Big Tow Motor — 75244.5 9.4 (309)

3/27 J. Delles 7:00 Sm. Fork Truck 7:05 75253.9 7 (303)

J. Delles 10:30 Big Fork Truck 10:50 75260.9 10 (292)

P. Garrow — Trojan — 75270.9 10.1 (272)

3/28 K. Morgan — Big Tow Motor — 75291.0 8.2 (264)

3/29 T. Lozo — Dump Truck — 75299.2 11.8 (252)

P. Garrow — Fork Truck — 75311.0 9.2 (243)

3/30 R. W. Hon 12:50 Sm. Tow Motor 12:55 75322.2 8 (241)

75322.2 (241)

					(241)
R. Wilton	15:30	Sm. Tow Motor	15:40	75322.2	4
$\frac{4}{2}$				75326.2	(237)
missing	1.9 Gal.	reported to KW		$\frac{4}{2}$	
K. Ritz	—	Sm. Tow Truck	—	75326.1	4.8
				75330.9	(232)
S. Baker	7:05	Compressor	7:10	75330.9	1
$\frac{4}{3}$				75331.9	(231)
B. Bandyh	12:35	Bobcat	12:40	75331.9	5
				75336.9	(226)

TO: Mr. R. Light

4 April 1984

FROM: Mr. R. Kirkwood

REFER: Gormeley Diesil 1 & 2 Combination

Used for Chicago Compressor and New Holland Loader

<u>Date</u>	<u>Gallons</u>	<u>Dollars</u>
1/28	285	\$337.40
1/31	95	113.30
2/6	205	247.80
2/11	104	123.32
2/14	117	135.72
2/16	75	94.50
2/21	116	140.56
2/24	118	136.88
2/28	88	108.58
3/6	253	303.48
3/13	218	257.52
3/20	128	149.64
3/23	<u>133</u>	<u>157.62</u>
Totals	1,935	\$2,306.32

39 Working Days

New Holland Loader 585 Gallons

Chicago Compressor 1,350 Gallons



Robert Kirkwood
Clark Minerals' Inc.

TO: Mr. R. Light

4 April 1984

FROM: Mr. R. Kirkwood

REFER: Fuel Oil for Fine Grind Boiler

Inventory - 1,500 Gallons

Delivery - 7,500 Gallons (1/23/84)

<u>Fine Grind Operation</u>	<u>Hours</u>	<u># Bags</u>
1/27	12	680 (1623 test - 400 off spec.)
1/30	18	920
1/31	24	1240
2/1	10	360
2/2	22	1160
2/6	18	840
2/7	4	120
2/8	14	640
2/14	24	1360
2/15	16	680
	<u>162</u>	<u>8,000</u> = 400,000# = 200 Ton

Used 1/27 to 2/15 - 7,300 Gallons

Inventory - 1,700 Gallons (2/15/84)

Delivery - 7,500 Gallons (2/16/84)

<u>Fine Grind Operation</u>	<u>Hours</u>	<u># Bags</u>
2/16	18	960
2/17	12	480
2/21	8	400
2/22	18	800
2/23	24	1040
2/24	8	320
2/28	20	1080
2/29	24	1240
3/16	19	920
3/19	8	440
3/20	24	1280
	<u>183</u>	<u>8,960</u> = 448,000 = 224 Ton

Used 2/16 to 3/20 - 7,400 Gallons

Inventory - 1,800 Gallons (3/20/84)

Delivery - 7,500 Gallons (3/21/84)

<u>Fine Grind Operation</u>	<u>Hours</u>	<u># Bags</u>
3/21	8	440
3/22	21	1280
3/26	24	1040
3/27	24	1240
3/28	24	1280
3/29	24	1280
3/30	5	280
	<u>130</u>	<u>6,840</u> = 342,000# = 171 Ton

Used 3/21 to 3/30 - 5,300 Gallons

Inventory - 4,000 Gallons (4/1/84)

Summary -

1/27 to 2/15

7,300 Gallons	162 Hours	45.06 Gallons per Hour
7,300 Gallons	200 Ton	36.50 Gallons per Ton

2/16 to 3/20

7,400 Gallons	183 Hours	40.44 Gallons per Hour
7,400 Gallons	224 Ton	33.04 Gallons per Ton

3/21 to 3/30

5,300 Gallons	130 Hours	40.77 Gallons per Hour
5,300 Gallons	171 Ton	30.99 Gallons per Ton

Robert M. Kirkwood

Robert Kirkwood
Clark Minerals' Inc.