market. MRO = redistribution. It is about a 10 million dollar market. The product line here consists of oil field, pipe line flanges, chemical, industrial, pile driver pads, etc. These are non-standard applications.

The demand for Victor materials is long standing but we have not elected to sell them in the past.

Until a few years ago we made 65% of the CAF in North America. Of that, we ourselves bought 95%.

Rogers sales forecasts is as follows:

1981	1982	1983	1984	1985
$100M	$500M	$1.2MM	$3.0MM	$5.0MM

This shows the recent sales history plus the forecast through 85.

Roger has 538 accounts. He just surveyed 120 of them. We will get the results of the survey next week.

We want a market in Texas, FOB Houston. Should be put a mill there? It could be small, an old garage. Some of the materials now comes from Brazil. Part of the 10 million dollars is contribution priced. On a truckload to Texas the freight is between $800 and $1.2M. This is included in Roger's forecast.

We sell to Crotty etal. They compete with Caterpillar etc. Reinz owns Wisconsin Gasket. One side of this business is commodity, the other is not. The contribution is just over $5 per sheet.

(OES is not <u>always</u> better profit business than OE. The <u>opportunity</u> for higher OES profit exists at some places, though.)

The following are a few more heavy truck notes:

The Felt Products/Victor gab is still widening.

On major jobs, Felt Products gets the engine and the tooling and is preferred.

Cummins is a separate issue because it is not proprietary.