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PHILADELPHIA, PA.
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AUG 9 1966



THE ELECTRIC STORAGE BATTERY COMPANY

TWO PENN CENTER PLAZA - PHILADELPHIA 2, PENNSYLVANIA

LOCUST 4-4030

EXECUTIVE OFFICES

August 8, 1966

Mr. D. M. Borcina
Secretary & Treasurer
Lead Industries Association
292 Madison Avenue
New York, New York 10017

Dear Dave:

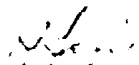
You will remember that I have always been a champion for uniform reporting of statistics. Several years ago, the lead sales reported by E & MJ vs. L.I.A. showed a wide margin of difference. Corrected figures were made so that for a long time the difference has been well within 1%.

I am enclosing the sales sheets for this year in which you will note the difference between L.I.A. and E & MJ, cumulatively, has now up to 6.6%. If you add the total sales from stockpile for this year (18228 Tons), you will have a total sales figure of 352,757 tons. This is only 1.1% variance from E & MJ. Could it be that E & MJ reports include the stockpile sales? If that proves correct, it raises the question whether or not true domestic sales include those made from the stockpile, since most of this passes through the hands of producers.

You might like to check this increasing variance.

Yours very truly,

KMG:jl
encls.


K. M. Cahan
Dir. of Production

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E. & M. J. vs. L. I. A.
(Compared by Month)

E. & M. J. Weekly Sales									
Dates		Sales	Tons	Tons	(A) Daily Cumulative	Days	Month	Tons	(B) Daily Cumulative
1	Jan. 3-7	5	10241	10241					
2	" 10-14	5	33276	23517					
3	" 17-21	5	33495	37012					
4	" 24-28	5	19173	56185					
5	" 31	1	2323	58508	2323	21	Jan.	58508	2323
11611									
6	Feb. 1-4	4	9290	9290					
7	" 7-11	5	11370	20660					
8	" 14-18	5	12333	33093					
9	" 21-25	5	20652	53745					
10	" 28	1	2713	56458	2713	29	Feb.	56458	2713
11364									
11	Mar. 1-4	4	10352	10352					
12	" 7-11	5	12872	23224					
13	" 14-18	5	11429	34653					
14	" 21-25	5	15178	49831					
15	" 28-31	4	10716	60547	10716	31	Mar.	60547	10716
11393									
16	Apr. 1	1	2679	2679					
17	" 4-8	4	12854	15533					
18	" 11-15	5	11640	27173					
19	" 18-22	5	14587	41760					
20	" 25-29	5	17231	58991	17231	29	Apr.	58991	17231
11354									
21	May 2-4	3	1377	13354					
22	" 9-13	5	12478	24832					
23	" 16-20	5	14704	39536					
24	" 23-27	5	14242	53778					
25	" 30-31	2	2973	56751	2973	31	May	56751	2973
11893									
26	June 1-3	3	8919	8919					
27	" 6-10	5	11041	19960					
28	" 13-17	5	13215	33175					
29	" 20-24	5	16464	49639					
30	" 27-30	4	10632	60271	10632	30	June	60271	10632
1229									
31	July 1	1	2555	2555					
32	" 4-8	4	11043	13598					
33	" 11-15	5	12858	26456					
34	" 18-22	5	11135	37591					
35	" 25-29	5	14763	52354	14763	29	July	52354	14763
1229									
36	Aug. 1-5	5	10551	10551					
37	" 8-12	5							
38	" 15-19	5							
39	" 22-26	5							
40	" 29-31	3							

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READ SALES 1966
E. & S.J. V. L. I. A.
(Cumulative Sales Report)

E. & S.J. V. L. I. A. Weekly Sales									
No.	Date	Sales Days	Tons Wkly.	Tons Cumulative	(A) Daily Avg.	Cum. Days	Months	Tons (B) Cumulative	Daily Avg. 2 Percent
1	Jan. 3-7	5	10241	10241					
2	" 10-14	5	13276	23517					
3	" 17-21	5	13493	37012					
4	" 24-28	5	19173	56185					
5	" 31	1	2323	58508	2780	21	1 Month	60728	2781 55.2
11613									
6	Feb. 1-4	4	9290	67798					
7	" 7-11	5	11570	79368					
8	" 14-18	5	12331	91701					
9	" 21-25	5	20651	112352					
10	" 28	1	2713	115067	2872	40	2 Months	115067	2872 111.1
13566									
11	Mar. 1-4	4	10933	125920					
12	" 7-11	5	12873	138793					
13	" 14-18	5	11639	150432					
14	" 21-25	5	16178	166610					
15	" 28-31	4	10716	177326	2612	63	3 Months	177326	2612 103.4
13395									
16	Apr. 1	1	2629	179955					
17	" 4-8	4	12864	192819					
18	" 11-15	5	21640	204459					
19	" 18-22	5	16857	221316					
20	" 25-29	5	17231	238547	2549	62	4 Months	238547	2549 107.1
13395									
21	May 1-5	5	12478	251025					
22	" 8-12	5	14734	265759					
23	" 15-19	5	14281	280040					
24	" 22-26	5	19773	299813	2435	67	5 Months	299813	2435 107.1
13229									
25	June 1-3	3	5919	305732					
26	" 6-10	5	11641	317373					
27	" 13-17	5	15216	332589					
28	" 20-24	5	16464	349053					
29	" 27-30	4	10432	359485	2608	71	6 Months	359485	2608 107.1
13280									
30	July 1	1	2670	362155					
31	" 4-8	4	11350	373505					
32	" 11-15	5	10939	384444					
33	" 18-22	5	11155	395600					
34	" 25-29	5	14763	410363	2791	76	7 Months	410363	2791 107.1
13280									
35	Aug. 1-3	3	10661	421024					
36	" 6-10	5							
37	" 13-17	5							
38	" 20-24	5							
39	" 27-31	5							
13280									
40	Sept. 1-2	2							
41	" 5-9	5							
42	" 12-16	5							
43	" 19-23	5							
44	" 26-30	5							

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1966									
Price	Week Ending	Days	Sales Wk.	Sales (Tons) Weekly	Sales (Tons) Cumulative	Daily Av.	Sales Wk.	Sales (Tons) Weekly	Sales (Tons) Cumulative
16.00	Jan. 7	5	5	10241	10241	2048.2	10241	10241	10241
	" 14	5	10	13276	23517	2655.2	13276	23517	23517
	" 21	5	15	13495	37012	2869.6	13495	37012	37012
	" 28	5	20	19173	56185	3834.6	19173	56185	56185
	Feb. 4	5	25	11613	67798	2323.9	11613	67798	67798
	" 11	5	30	11570	79368	2323.9	11570	79368	79368
	" 18	5	35	12333	91701	2466.0	12333	91701	91701
	" 25	4	39	20683	112384	2632.9	20683	112384	112384
	Mar. 4	5	44	13566	125950	2713.2	13566	125950	125950
	" 11	5	49	12572	138522	2514.4	12572	138522	138522
	" 18	5	54	11439	150221	2287.6	11439	150221	150221
	" 25	5	59	16178	166400	3235.6	16178	166400	166400
	Apr. 1	5	64	13195	179595	2639.0	13195	179595	179595
	" 8	4	68	12554	192149	2511.2	12554	192149	192149
	" 15	5	73	11640	203789	2328.0	11640	203789	203789
	" 22	5	78	14057	217846	2811.4	14057	217846	217846
15.00	May 5	5	83	17231	235077	3446.2	17231	235077	235077
	May 12	5	88	13553	248630	2710.6	13553	248630	248630
	" 19	5	93	12474	261104	2494.8	12474	261104	261104
	" 26	5	98	14702	275806	2940.4	14702	275806	275806
	" 31	5	103	14271	290077	2854.3	14271	290077	290077
	Jun. 7	4	107	11092	301169	2272.7	11092	301169	301169
	" 14	5	112	11041	312210	2208.2	11041	312210	312210
	" 21	5	117	15119	327329	3023.8	15119	327329	327329
	" 28	5	122	16464	343793	3292.8	16464	343793	343793
	Jul. 5	5	127	13097	356890	2619.4	13097	356890	356890
	" 12	4	131	11393	368283	2278.3	11393	368283	368283
	" 19	5	136	10034	378317	2006.8	10034	378317	378317
	" 26	5	141	11155	389472	2231.4	11155	389472	389472
	" 31	5	146	14763	404235	2952.6	14763	404235	404235
	Aug. 7	5	151	10561	414796	2112.2	10561	414796	414796
	" 14								
	" 21								
	" 28								
	Aug. 28								
	Sep. 4								
	" 11								
	" 18								
	" 25								
	Oct. 2								
	" 9								
	" 16								
	" 23								
	" 30								
	Nov. 6								
	" 13								
	" 20								
	" 27								
	Dec. 4								
	" 11								
	" 18								
	" 25								
	" 31								

*All figures daily sales (Tons)