

Mr. F. K. Sweeney

January 18, 1967

Messrs. Bent, Sell

DOLLAR VOLUME SALES - ASBESTOS FIBRE DIVISION - 1966

The twenty (20) largest dollar volume accounts, Asbestos Fibre Division, sales 1966 versus 1965, are listed as follows:

<u>Company</u>	<u>1966 Dollar Volume</u>	<u>1965 Dollar Volume</u>	<u>Type of End Use</u>
Columbian Carbon, Inc.	\$587,637.20	\$793,013.60	Export
Philip Carey Mfg. Co.	442,512.00	185,908.80	Asbestos Paper
O.W. Smith	413,912.22	177,175.13	Export
Dow Chemical	199,951.00	167,757.03	Chlorine Cells
Bendix Corp.	112,300.00	115,400.00	Brake Lining
Hunley Development	81,581.00	33,895.36	Export
Westwood Chemical	63,356.51	61,278.42	Brake Lining
Garlock, Inc.	56,056.00	23,232.00	Gaskets
Raybestos Manhattan	52,049.00	57,737.07	Brake Lining
Hooker Chemical	48,082.00	40,609.00	Chlorine Cells
Worldbestos	44,595.00	6,500.00	Brake Lining
General Electric	32,945.00	36,365.90	Plastics
Carr Mfg. Co.	29,166.50	25,360.50	Brake Lining
F.M.C. Corp.	27,500.00	27,500.00	Chlorine Cells
Wyandotte Chemicals	22,030.00	29,376.74	Chlorine Cells
Union Carbide	21,750.00	13,050.00	Plastics
Diamond Alkali	20,015.00	23,203.30	Chlorine Cells
Stauffer Chemicals	17,867.00	26,835.00	Chlorine Cells
Frontier Chemical	15,585.00	19,000.50	Chlorine Cells
Bostons Corp.	13,190.00	10,427.23	Gaskets

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Mr. F. L. Stoney

January 6, 1967

Messrs. Neil, Bent, Sell, Matthews

ASBESTOS FIBRE SALES - DECEMBER, 1966 PERFORMANCE - YEAR 1966

December 1966 Asbestos Fibre Sales totalled 2,137 Tons. Dollar value \$212,806.71.

Comparison with December 1965, and year 1965, is as follows:

	<u>December 1965</u>	<u>December, 1966</u>
Tonnage	2,544	2,137
Dollar Value-	\$221,077.30	\$212,806.71
	<u>Year, 1965</u>	<u>Year, 1966</u>
Tonnage	24,543	27,733 (Incl 50 Ton Buyout)
Dollar Value	\$2,193,038.81	\$2,499,490.30

The month of December, 1966, climaxed a successful year of fibre sales, and a New High, reference to sale of Vermont Asbestos Fibre, and again reflects a steady increase in sales of both export and domestic markets.

Sales for 1966 were programmed on basis of a six (6) day milling cycle, and performance versus annual programmed estimate is listed as follows:

Recalls:

<u>Grade Fibre</u>	<u>Projected Sales 1966</u>	<u>Actual Sale 1966</u>
Group 3	300 Tons	255 Tons
Hooker #1	700 Tons	701 Tons
Hooker #2	900 Tons	932 Tons
Hooker #1 1/2	100 Tons	145 Tons
Group 4	3,000 Tons	2,102 Tons
Group 5	3,000 Tons	4,854 Tons
Group 6	6,000 Tons	7,316 Tons
Grade 7B	1,200 Tons	526 Tons
Grade 7T/7E	1,800 Tons	2,227 Tons
Grade 7M/7R/7S	4,800 Tons	5,251 Tons
Grade 7B	1,200 Tons	1,190 Tons
Floate	1,300 Tons	1,524 Tons
Total	24,300 Tons	27,683 Tons

Interplant

<u>Grade Fibre</u>	<u>Projected Use 1966</u>	<u>Actual Use 1966</u>
Group 4	2,400 Tons	936 Tons

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