



B. E. Williams

May 11, 1970

L. P. Nellis

Monthly Report for April

R. W. Sterrett
R. M. Vining
D. H. Philipson

Dear Bruce:

As indicated, in my last report, we were unable to make the sales budget for April.

	<u>Actual</u>	<u>Budget</u>	<u>% Over/(Under)</u>
Bags	174,434	211,300	(17.4%)
Dollars	\$340,055	\$424,000	(19.8%)

Compared with last year:

	<u>Actual</u>	<u>Last Year</u>	<u>% Over/(Under)</u>
Bags	174,434	188,678	(7.5%)
Dollars	\$340,055	\$379,208	(10.3%)

While we probably wouldn't have attained budget under any circumstances, inclement weather hampered our activity. Glass Fiber sales continue to lag as a result of the problems at Penbyrn as well as fewer housing starts.

Concrete Aggregate showed considerable improvement and should be even better in May. Most of our applicators have a good backlog. Some jobs are already underway with others scheduled to start shortly. Our major concern, as Jim Cintani points out, is the possibility of major construction strikes which would not only affect Concrete Aggregate sales but most other items in our product line.

Several Bri-Pac jobs are due to break in May. This should prove to be one of our fastest growing items over the next several years. We need this business to fully utilize our perlite furnace capacity when the equipment is operating efficiently.

Mern Burns reports that he has lost some Perlite Plaster Aggregate business due to the recent price increase. If perlite competition doesn't follow suit, we may be forced to meet the going price if we are to maintain a strong customer relationship.

Attic Insulation sales dropped off but we are still well ahead of last year. I understand that planning sessions are already underway with respect to our Fall Campaign. It's good to know we're getting a head start on this all important project.

Dyfoam and Vent Board sales were also down from last April but we should be in good shape with these products over the course of the year. I have suggested to Tom Egan and Tom Felt that we attempt to have Underwriters' Laboratories publish our 1½ hour rating on the Dy-Zo-Cor system since we failed in our third attempt to obtain a 2 hour rating. Recently we have run into trouble with Factory Mutual and F.I.A. because we had nothing on this roof deck assembly in the Building Materials List. Without the support of these insuring factors, the use of Vent Board over metal centering will have definite limitations.

Mono-Kote sales in the North have been exceptional. A problem has recently developed in the city of New York with which you are already familiar. All spray fireproofing (containing asbestos) jobs have been shut down and a set of rigid, costly regulations are to be met before the applicators may continue their work. Mono-Kote has currently been thrown in the pot with other asbestos products. We are working at present in an attempt to get a waiver for our material.

B. A. Williams

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We won't make budgeted sales for May. If our product mix is right, we could approach the projected profit.

Sincerely,

L. P. Hollis

LPH/clx

Attachments

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