

Mr. J. E. Shoenberg

October 7, 1965

Mr. J. E. Shoenberg, Dept. Bell Matthews, Laskowski

ASBESTOS FIBRE REPORT - SEPTEMBER 1965

September, 1965 Asbestos Sales totalled 2,183 tons -
dollar value \$196,220.79.

Comparison with September, 1964 and year-to-date is
as follows:

	<u>September, 1964</u>	<u>September, 1965</u>
Tons	2,389	2,183
Dollar Value	\$209,477.10	\$196,220.79
	<u>Jan.-Sept., 1964</u>	<u>Jan.-Sept., 1965</u>
Tons	13,515	16,510
Dollar Value	\$1,109,431.13	\$1,485,332.91

Export orders of record are as follows:

Grade	32	125	Tons
"	32	125	"
"	45	1200	"
"	50	264	"
"	52	358	"
"	62	308	"
"	70	308	"

TOTAL 2,600 Tons

Hooker Fibre sales continue to equal mine yield, thus
backlog of Group 3 orders still stand (we anticipate some
relief during the month of October and expect to ship the
entire 50 tons 32 backlog.)

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Group 4 stocks are placed on an allocation and entire allocation (200 tons per month) has been sold for 1965.

Group 5 stocks are at a "Run-to-order" level, with ample yield to allow interplant releases, plus resale volume. The 210 tons Grade 5D, destined for Vietnam will be milled and shipped during the month of October, 1965.

Group 6 stocks are now current, and with our steady outlet for sale of 6D to Philip Carey, we will no longer have a surplus of Group 6 fibre (Carey will purchase 500 tons 6D per month).

Group 7 fibre, excluding 7N, are in balance. We are gradually reducing our stock pile of 7N, and with a more realistic balance of requirements for 6D, we need not accumulate surplus Group 7 stocks. The sale of 6D to Carey and the purchase of 7R from Carey (floor Floor Tile) has eliminated the need for use of Vermont shorts in floor tile formulae. This balance should not be disturbed by respective Division personnel.

We again emphasize the importance of "cleaning" our Plant, as sales to Plastic Engineering (150 tons per month) have been lost to competition, our report of June, 1965 still of record.

Estimated Sales, October, 1965	\$150,900
	1,700 Tons
New Accounts, September, 1965	1 (One)
New Accounts, year-to-date	13 (Thirteen)

W. G. Neal

WGN/nb

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