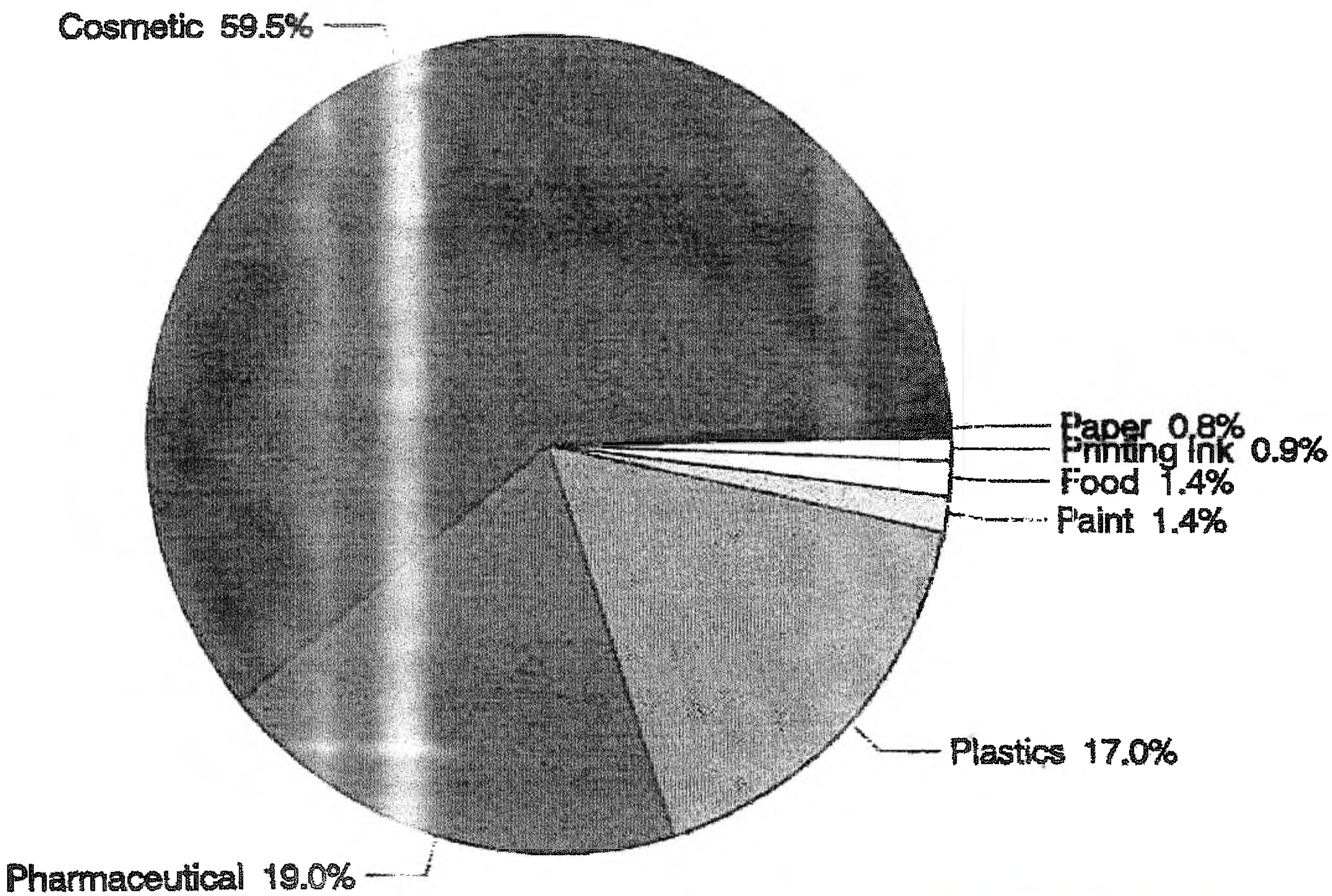
CLARK MINERALS

Sales by Industry

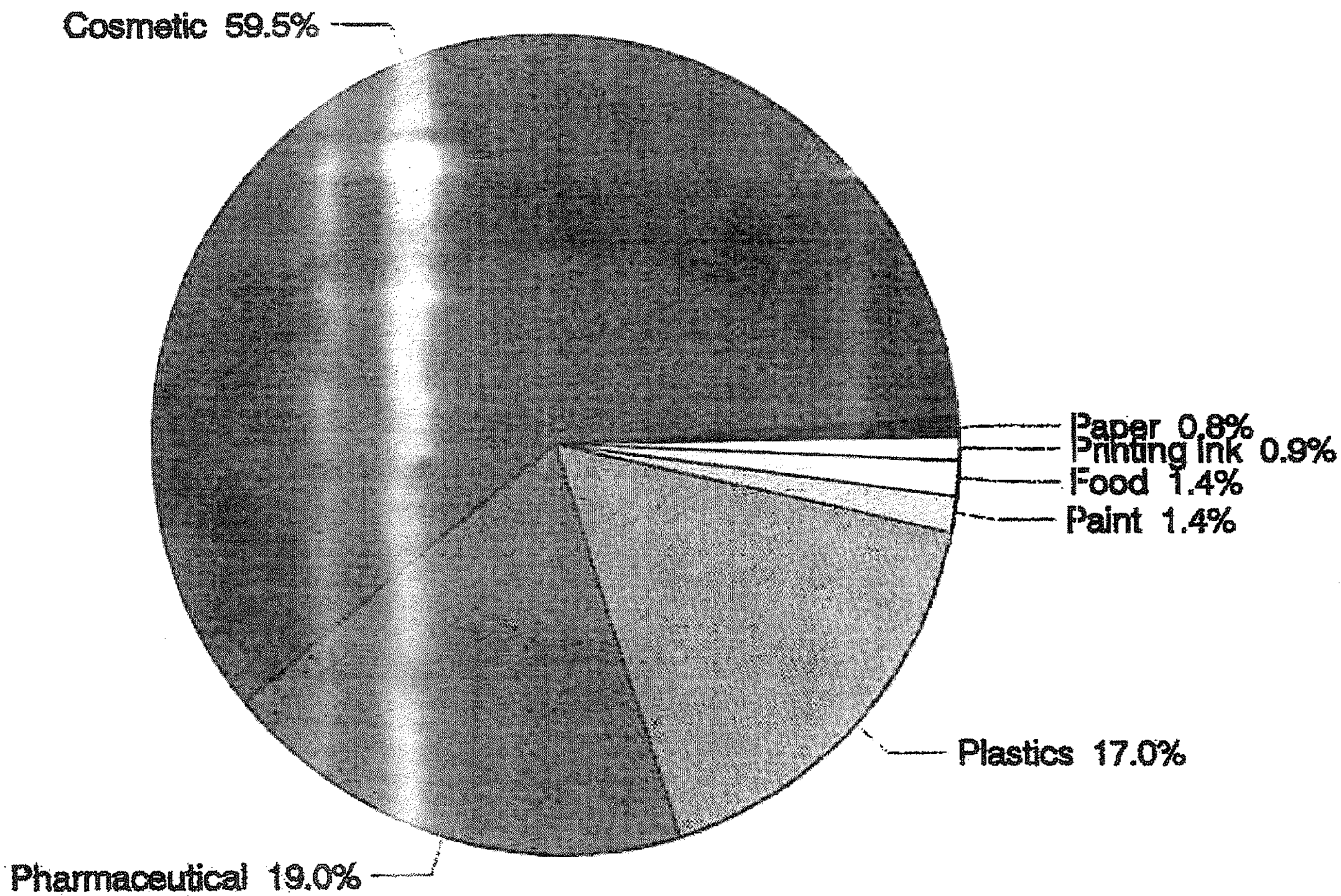


1993 Sales

PLAINTIFF'S EXHIBIT WCD-53

CLARK MINERALS

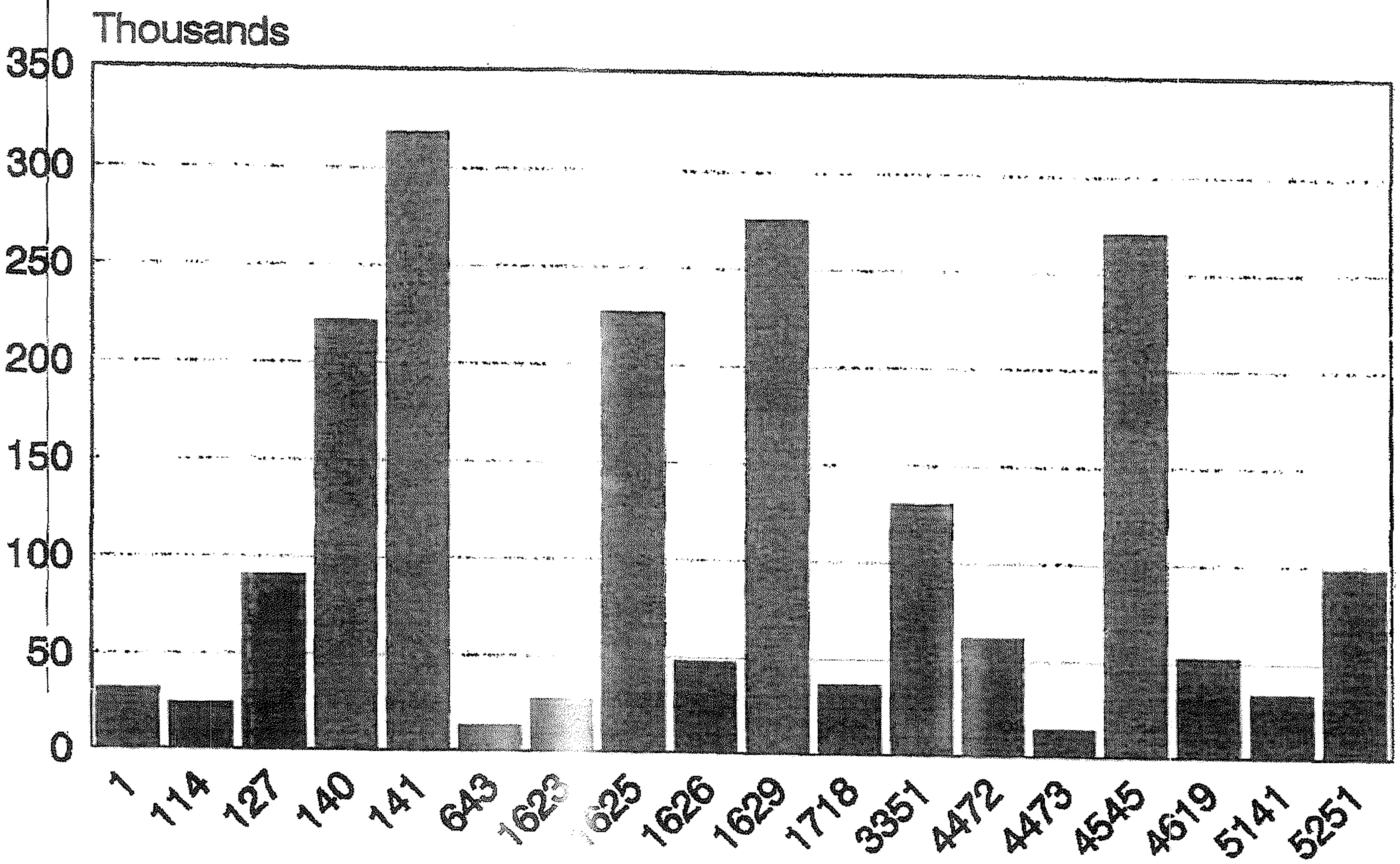
Sales by Industry



es

CLARK MINERALS

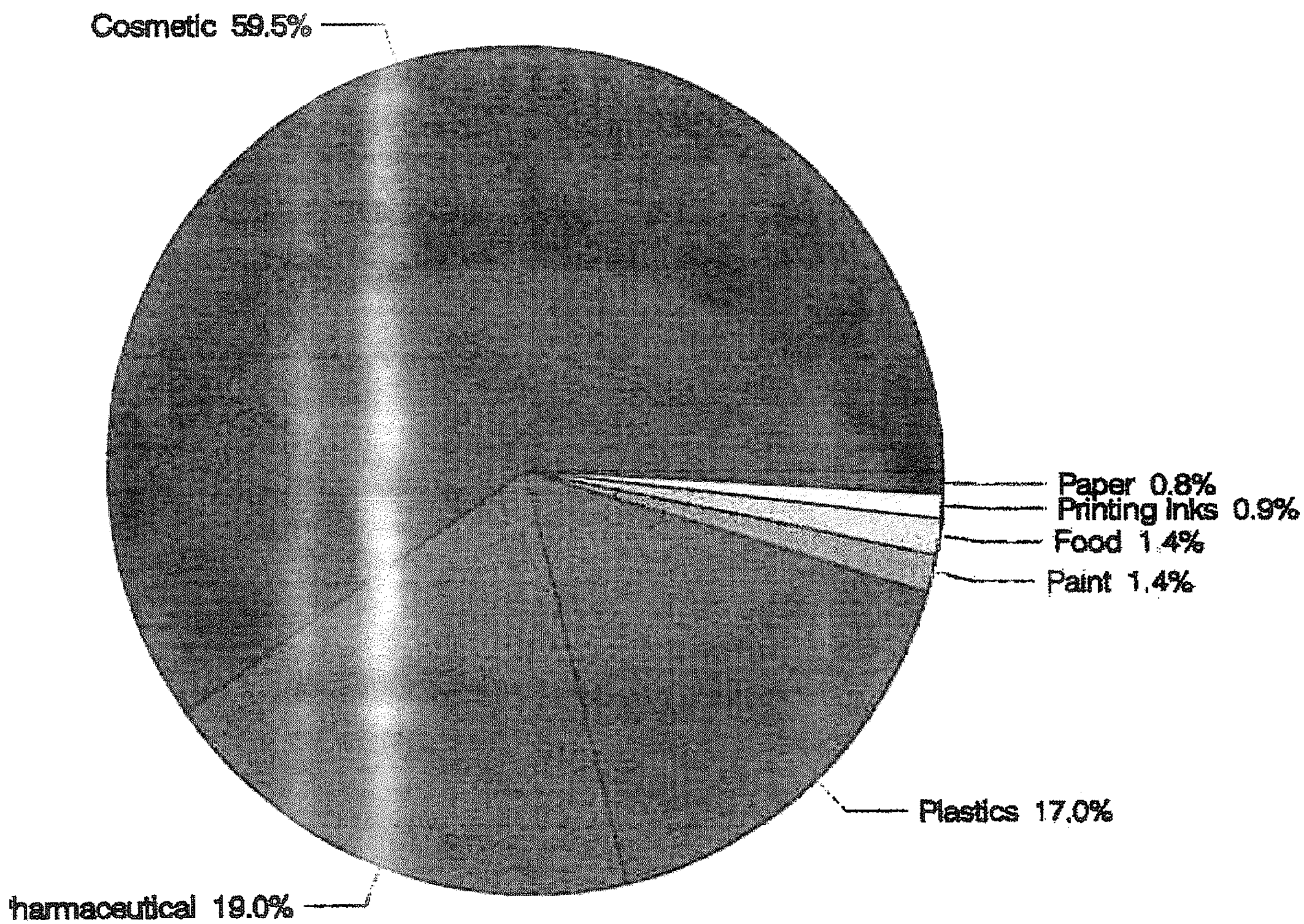
Sales by Products



1993 Sales

CLARK MINERALS

Sales by Industry



of 1993 Sales

CLARK MINERALS - 1993 SALES

Acct. No.	Customer	Location	1993 $	Product
722610		D	$251,060	4545
296550		W	$82,641	1629
148500		D	$82,200	140
410820		D	$61,534	4472
120600		W	$56,354	5251
515550		D	$55,800	1629
452420		D	$46,800	3351
221850		D	$46,540	3351
426560		W	$44,415	1625
386050		D	$41,021	1629
148501		D	$39,249	4619
684635		W	$36,600	1625
263697		W	$30,750	5251
581425		D	$28,560	1629
966975		W	$26,800	140
441451		W	$25,185	1
951980		W	$22,680	5141
860965		W	$21,822	1625
164243		D	$20,250	1718
974645		W	$19,470	140
650780		D	$19,098	3351
133361		W	$18,877	1626
860965		W	$18,200	140
625650		W	$17,776	127
133364		W	$17,392	1626
413000		D	$16,020	1718
655200		D	$15,776	1629
655940		D	$15,250	1625
655940		W	$15,250	1625
655200		W	$14,790	1629
263697		W	$14,274	1625
171310		W	$13,500	127
202650		W	$13,450	1625

D - Direct Shipment
W- Warehouse Shipment

CLARK MINERALS - 1993 SALES

Acct No.	Customer	Location	1993 $	Product
943140		W	$13,286	140
229275		W	$12,912	1623
203890		W	$11,600	4545
514108		D	$11,440	3351
133364		W	$11,368	1626
416850		W	$11,076	1629
929220		W	$10,976	140
044165		D	$10,400	114
920500		W	$10,335	127
552750		W	$10,230	140
625655		W	$9,914	127
664001		W	$8,780	1629
336790		W	$8,768	127
219030		W	$8,662	140
682545		W	$8,526	1629
201435		W	$8,470	1625
222080		W	$8,370	1625
600435		W	$8,370	1625
201135		W	$8,275	1623
042580		D	$8,100	1629
443325		W	$8,010	1625
503700		W	$7,920	140
830175		W	$7,800	1625
389215		W	$7,762	4545
069320		W	$7,360	4473
752000		W	$7,040	127
042580		D	$6,760	114
511350		D	$6,750	4619
212065		W	$6,600	140
528610		W	$6,500	114

D - Direct Shipment
W- Warehouse Shipment

CLARK MINERALS - 1993 SALES

Acct. No.	Customer	Location	1993 $	Product
148500		D	$6,390	4619
331050		W	$6,387	4473
103050		D	$6,240	1625
001990		W	$6,224	127
825800		W	$6,200	1625
825800		W	$6,200	1625
718950		W	$6,052	127
932700		W	$6,040	1
825900		W	$5,940	140
452500		D	$5,850	3351
815420		W	$5,810	5251
974645		W	$5,690	1623
672200		W	$5,685	1625
552750		W	$5,595	5141
779600		W	$5,380	127
378200		W	$5,370	127
086240		W	$5,322	5251
739130		W	$5,280	140
148300		W	$5,160	140
655945		W	$5,072	5141

D - Direct Shipment
W- Warehouse Shipment

MARKET SHARE DATA

Total Talc tonnnage for the year 1993 in finished and crude Talc was 968,000 tons.
The major domestic use for Talc was in ceramics,33% of consumption, followed by paint,18%; paper,14% roofing,9% cosmetics,4% and plastics about 4% the balance is in a variety of applications. These numbers do not include Talc from Canada or Austrlia or any other non US source.10% of the US Talc consumption is foreign Talc.
98% of the Talc produced in the US comes from plants in Montana, New York, Texas,and Vermont.
Major producers of Talc are Luzenac America Inc. Dal Minerals, Gouverneur Talc Co.,Montana Talc, Milwhite Inc.,United Clay,and Barretts Minerals Inc.

Luzenac America Inc.--- The largest of the Talc producers especialy since they have purchased the Montana Talc Co. Luzenac has plants in Montana New York, Vermont, North Carolina, Nebraska, and Texas. Luzenac's major markets are paper,paint,plastics,and cosmetics. Luzenac's current strategy appears to be to dominate the Talc business in the US by diversification of types of Talc and unmatched ore reserves. Luzenac's market share with the acqustion of Montana Talc Co is probably close to 60% of what would be classified as the White Talc market. This would be a number close to 360,000 tons.
Luzenac does not seem to have a uniform pricing strategy, probably because they have purchased businesses that were price sellers such as Cyprus and Montana Talc and as yet have been total succesful in changing contract prices. We have observed of late an unwillingness to sell on price except to keep Polar Minerals out of good accounts.
Luzenac's current focus is on improving the consistancy of the Talc they sell and exploring a wide variety of surface enhancements to Talc.

Barrets Minerals Inc.- Barrets is the second largest producer of white Talc in the US with about 20% of the US market. Barrets does not sell on price but focuses on the applications and having products that are consistant.
BMI's main market is paint followed by plastics and paper. With a consolidation of Talc companys BMI is picking up several accounts that
were former Montana and Cyprus accounts. BMI one and only plant is in
Montana.

Grovenuer Talc CO.[R.T. Vanderbilt]-Vanderbilt is the king of the white
ceramic talc or steatite talc. Vanderbilt's ceramic talc is white fires white
has low shrikage and is fairly cheap. Vanderbilt 's next largest market is
the paint industry with the Nytal product line. Nytal largest market segment
is in the Industrial coatings. Vanderbilt current strategy is to sell their products on their uniqueness while maintaing an attractive price.
Vanderbilt has about 15% of the US talc market if you do not count their
Canadian operations ,with Canada included they most likely exceed BMI.

Canada Talc Co.- Canada Talc Co appears on the decline in terms of being able to supply new business and have had shipment problem in the past two years with several accounts. The products they sell are not of the same
quality as the group above but they do have a product that can be used in
several plastic applications and is cheap. This does not appear to be a long term operation and is venuerable to Polar Minerals taking the lion share of their business.

Polar Minerals- Polar Minerals strategy is to sell on price and provide fairly
consistant products. They use Chinease ore to replace both Canada Talc and Montana Talc. They have been very sucessful in a short time because
the prices they have offered are very attractive. Polar's main market is the
plastic industry followed by paint with a little bit of Cosmetic.

Milwhite- Milwhite strategy is to sell on price with overall poor quality. They seem to get most of the accounts that could probably use rock just as well as talc. Their main markets are ceramics and roofing where the application is not quality focused. Milwhite does not really compete with the qroup that has prceeded.

The list of competitors we have overviewed all sell direct to the market place as well as through agents and distributors. They are all fairly well known in the industries they serve and the top three are big supporters
of industry organizations.