

FILE NAME: Johns-Manville (JMA)

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Paperbestos



Johns-Manville

Internal Correspondence

To: D.P.R. Smyth - Jeffrey

Date: December 20, 1974

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D. Poutiatine - Eng. Cliffs

Subject: DOMESTIC PAPERBESTOS #5
1974 SALES VS 1975 DEMAND

	<u>1974</u>	<u>Original 1975</u>	<u>Revised 1975</u>	<u>1975</u>
Congoleum	28,185	33,500	33,000	
Armstrong	26,625	33,500	20,000	
G.A.F.	10,150	11,000	10,000	
Brown	4,650	-	-2,000	
H&V	3,490	5,000	3,500	
Celotex	1,090	-	-	
Latex	740	1,000	750	
Colonial Br.	300	-	-	
Rogers	260	500	-	
Manning	200	-	-	
Imperial Paper	160	-	-	
Tilton	1,735	2,500	1,700	
Misc.	-	2,500	1,000	
Nicolet	100	-	10,000	
	<u>77,700</u>	<u>89,500</u>	<u>81,950</u>	<u>12,550</u>
Estimated Inventory 12-31-74		7500 tons		<u>95,750</u>
				<u>2,000</u>
				<u>97,750</u>

We would like to reduce this inventory if possible in the first quarter to 2000 tons. One customer in particular Armstrong could be shipped out inventory as they are the most pessimistic for 1975. 7

We presently have a testing program on at Nicolet and have shipped them 2 cars in December. They used 13,000-14,000 tons of KB-7D EX431 in 1974 and were anticipating using 12,000 tons of this grade in 1975. We have put them in for 10,000 tons.

We plan to review these figures in mid-February before the Sales Meeting.


J. E. Connor

SALES REPORT

COALINGA ASBESTOS COMPANY

MONTH May 1974

Current Month	Customer	Year to Date
	<u>BLUE:</u>	
46.25	GAF-LONG BEACH	706.25
368.00	GAF-VAILE GATE	1662.00
186.00	GAF-HOUSTON	556.00
62.00	GAF-JOLIET	492.00
67.50	J.M. PLANT <u>Lompoc</u>	305.00
308.75	INTERNATIONAL - <u>Pizarreno</u>	620.00
120.00	KENTILE-TORRANCE	
122.00	KENTILE-CHICAGO	
197.00	KENTILE- BROOKLYN	
62.00	WINBURN TILE	184.00
	OTHER CUSTOMERS:	1652.75
23.75	<u>RIVERSIDE CEMENT</u>	
	<u>RED:</u>	
304.26	FLOSAL - DSC	1230.26
	EXPORT FLOSAL - DSC	196.00
240.00	VISQUIK - DSC	1098.75
	IMCOBEST-DSC	300.00
36.00	RED BRAND	113.94
	<u>FLOATS:</u>	
43.20	LONGVIEW FIBER CO.	419.40
	TKBS-INTERNATIONAL	12.00
	<u>ASBALTIC:</u>	
23.48	<u>P.W. GILLIBRAND</u>	224.08
21.60	<u>VERNON PAVING</u>	105.96
	<u>OTHER CUSTOMERS</u>	114.80