

August 13, 1968

To: W. D. Neathery
From: R. M. Burns
Subject: Smith & Kanzler Major Accomplishments for 1968

We operated the year at a near breakeven point in spite of inadequate sales.

We continued the development of Victor papers and put the Victor 150 facing material into production.

We installed the Beta gauge on the machine and put the Jordan refiner in the line. This improved the quality and output such that we are now much more reliable.

A new 3 year contract favorable to the company was negotiated.

R. M. Burns

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