METALS DIVISION
MEMORANDUM

May 4, 1978

TO: Mr. F.C. Kroft, Jr.

CC: Mr. R.L. Folkman

This memorandum amplifies out discussion of May 1, 1978 on the RG-244 sales picture.

For the first four months of 1978, RG-244/SX-24 sales volume was 140% of that for the same period in 1977 due entirely to strong exports. While below budget, Forecast II sales for the full year 1978 are estimated to be about 4% ahead of 1977. The strong exports early in 1978 are not predicted to continue at current rates into the second half, since some of the buying has been a hedge against a possible West Coast dock strike in June. The attached Table summarizes sales of these products since 1972. While we have a technically superior product to Cab-o-sil and Aerosil, and one which is attractively priced, it is not obvious to me that sales volume will grow much above the 1,200 tons per year level first achieved in 1976 due to regulations and related health hysteria.

W.C. Thurber

WCT:gh
Attachment
bc: Mr. J.L. Myers

PLAINTIFF'S EXHIBIT
UC-4233