

Mr. J. H. Schaefer

New York

Mr. C. Wasserman

Wilmington (Deepwater)

Fluid Cans

June 19, 1944

I note from copy of your memorandum of June 12 to Mr. Lewis that you have raised a question concerning the volume of can shipments in the first quarter of 1944. It is true that from the figures cited in Mr. Lewis' memorandum of June 7 to all Division Managers, shipments in the first quarter of this year would appear to be somewhat below those for the first quarter of 1943. However, the reverse is actually true.

I had not intended supplying corrected figures for the comparative shipments, because I felt that the principle under discussion was correct, in that we are looking to ways and means of curtailing consumption of Fluid in everywhere possible. Shipments given in Mr. Lewis' memorandum are only to some of the largest consumers, and the only important error is for Dayton Power & Light at Dayton, Ohio, to whom first quarter shipments this year totaled 132 cans, rather than zero as shown in the memorandum. Since the question is now up, I thought I might summarize can volume as shown by plant records. Comparative data for the first quarter of 1943 and 1944, by months are as follows:

	<u>1943</u>	<u>1944</u>
January	571	357
February	243	477
March	403	596
Total First Quarter	1217	1430

We are also tabulating a comparison of shipments to some of the largest consumers during the first quarter of 1943 and 1944, as follows:

	<u>1st Quarter 1943</u>	<u>1st Quarter 1944</u>
Ethyl Corporation, Detroit	100	264
Dayton Power & Light, Dayton, Ohio	138	132
Std. Oil Development, Bayway	76	17
Eli Lilly, Indianapolis	68	60
Shell, Wood River	51	48
Humble, Baytown	40	40
Standard Oil Co. of California, Richmond	40	52
Phillips, Bartlesville	33	24
Sun, Marcus Hook	31	18
Cocony Vacuum, Brooklyn	30	36
Cocony Vacuum, Paulsboro	28	30
Ethyl Corporation, San Bernardino	24	26
Texas, Seacon	20	10

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You will note from the above figures that volume for the first quarter of this year exceeds the corresponding period for 1943 by approximately 18%.

CW
C. Wasserman

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CC: Mr. J. T. Biehls
Dr. G. Edgar
Mr. J. C. Gonzalez
Dr. R. A. Kehoe
Mr. J. C. Taylor

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