FILE NAME: WR Grace (WRG)

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ZONOLITE DIVISION

TO: L. P. HOLLIS

DATE: DECEMBER 5, 1969

FROM: JIM CINTANI

SUBJECT: MONTHLY SITUATION REPORT
NOVEMBER, 1969

CC: J. S. TITUS

DEAR PETE,

SALES DURING THE MONTH OF NOVEMBER CONTINUE TO SHOW IMPROVEMENT. BAG SALES WERE 140,800 - AN INCREASE OF 6% OVER LAST YEAR'S TOTALS. HOWEVER, DOLLAR SALES WERE $238,000.°° - A DECREASE OF 2% IN COMPARISON TO LAST YEAR'S FIGURES. THE REASON FOR THE DOLLAR DECREASE IS THE DECLINE IN GLASS FIBER SALES. GLASS FIBER SALES DURING NOVEMBER WERE ONLY 127,000 SQUARE FEET COMPARED TO OVER A MILLION SQUARE FEET LAST NOVEMBER. I KNOW YOU ARE AWARE OF THE PROBLEMS WITH GLASS FIBER, BUT I DO WANT TO EMPHASIZE THAT THE GLASS FIBER SITUATION IS VERY CRITICAL. MANY LONG-STANDING ZONOLITE GLASS FIBER DEALERS ARE GOING TO JOHNS-MANSVILLE OR TO COMPETITORS BECAUSE OF THE DELIVERY PROBLEM.

WE EXCEEDED OUR BUDGETED BAG SALES OF 114,400 BAGS BY 23%. IN ADDITION WE EXCEEDED OUR BUDGETED DOLLAR SALES OF $186,600.°° BY APPROXIMATELY 30%.

PRODUCT	ACTUAL SALES (11 MONTHS) 1969	BUDGETED SALES (11 MONTHS) 1969	DIFFERENCE
ATTIC INSULATION	337,600	323,600	14,000
CONCRETE	272,500	271,500	1,000
PLASTER AGGREGATE	38,000	29,500	8,500
MASONRY FILL	229,800	216,500	13,300
PERLITE	89,800	125,900	(36,100)
MONOKOTE	128,000	93,500	34,500
TOTAL BAGS	1,176,500	1,142,100	34,400
GLASS FIBER (SQ. FT.)	5,656,000	8,417,000	(2,761,000)
DYFOAM (BOARD FEET)	3,390,000	2,795,000	.595,000
VENT BOARD (BRD. FT.)	1,939,000	1,465,000	474,000
TOTAL DOLLARS	$ 2,330,000	$ 2,195,800	$ 134,200

ATTIC INSULATION SALES DURING NOVEMBER WERE 50,900 BAGS - A DECLINE FROM LAST NOVEMBER'S SALES OF 70,300. WE HAD QUITE A SIZEABLE BACKLOG OF ATTIC INSULATION ORDERS WHICH THE PLANTS WERE UNABLE TO SHIP BECAUSE OF THE PRESS OF CONCRETE AND MASONRY FILL ORDERS. HOWEVER, THE EASTHAMPTON AND WEEDSPORT PLANTS WERE OUT OF ATTIC TYPE ORE FOR A CONSIDERABLE PORTION OF THE MONTH. THIS WAS THE MAJOR REASON FOR THE BUILDUP OF BACKLOG ON ATTIC INSULATION ORDERS.

HOME OFFICE

GRACE

PLAINTIFF'S EXHIBIT 211
ALL-STATE LEGAL SUPPLY CO.

CONCRETE AGGREGATE SALES FOR NOVEMBER WERE 32,600 BAGS. THE WEATHER WAS MARGINAL DURING THE MONTH AS FAR AS POURING DECKS WERE CONCERNED. THE RESULT WAS THAT A GOOD PORTION OF MY TIME WAS SPENT ON JOB MEETINGS TO DISCUSS ROOFING OVER FROZEN ZONOLITE DECKS. SURE WISH WE COULD HAVE HAD REGULATED-SET CEMENT FOR THIS WINTER!

MARTIN FIREPROOFING, MIORELLI, AND EURELL ALL HAVE WORK STILL HANGING FIRE FOR THE NEXT COUPLE MONTHS. IT IS NOT TOO LATE IF WE CAN COME UP WITH SOME ARRANGEMENT ON REGULATED-SET CEMENT.

MONOKOTE SALES LOOK VERY ENCOURAGING FOR THE COMING YEAR. DURING NOVEMBER WE GOT A COMMITTMENT FOR THE FIDELITY TRUST OFFICE BUILDING IN PHILADELPHIA, PENNSYLVANIA, (55,000 BAGS) FROM THE VENZIE CORPORATION. WE HAVE ORDERS FOR OVER 125,000 BAGS OF MONOKOTE FOR 1970. MONOKOTE SALES DURING 1970 COULD APPROACH THE 200,000 BAG MARK.

I TOOK THE AIR MANAGEMENT PEOPLE FOR THE CITY OF PHILADELPHIA TO WITNESS MONOKOTE BEING APPLIED ON THE NEWARK AIRPORT PROJECT. THE RESULT IS THAT THE CITY OF PHILADELPHIA WILL ACCEPT ONLY MONOKOTE AS A SPRAYED-ON FIREPROOFING PRODUCT IN THE CITY. THIS DECISION WAS THE CONTRIBUTING FACTOR IN OUR GETTING THE DEFINITE COMMITTMENT FOR THE FIDELITY TRUST OFFICE BUILDING.

THERE IS A GROWING CONCERN ON THE PART OF BUILDING OFFICIALS AS TO THE HARMFUL EFFECTS OF ASBESTOS. I WAS IN BUFFALO ON DECEMBER 3RD AND THE SUBJECT WAS BROUGHT UP BY CITY OFFICIALS. THE WORD IS SPREADING VERY RAPIDLY ALL OVER THE TERRITORY. WE SHOULD PUT ON A CRASH PROGRAM TO GET ASBESTOS REMOVED FROM OUR MONOKOTE.

WE DELIVERED OUR FIRST TRUCKLOAD OF SPECIAL PLASTER MIX FOR THE WORLD TRADE CENTER. THIS IS THE FIRST OF APPROXIMATELY 100,000 BAGS TO BE SUPPLIED DURING THE NEXT TWO YEARS. THE APPLICATION WENT ON WITHOUT ANY PROBLEMS. WE WILL KEEP CLOSE TABS ON IT TO MAKE SURE THAT CRACKING DOES NOT DEVELOP WHEN THE WHITE LIME COAT FINISH IS APPLIED.

SALES FOR DECEMBER SHOULD BE VERY GOOD. WE SHOULD EXCEED OUR BUDGETED DOLLAR SALES OF $ 87,900.°° BY A CONSIDERABLE MARGIN. WE HAVE A BACKLOG OF ATTIC INSULATION ORDERS TO FILL. BAG SALES WILL BE APPROXIMATELY 105,000 AND DOLLAR SALES OF $ 170,000.°°.

SINCERELY,

JIM CINTANI

JC/jj