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ZONOLITE DIVISION

SEP 5 - 1970

TO L. P. Hollis DATE September 3, 1970.

FROM J. S. Titus SUBJECT Monthly Report - August 1970

CC: J. Cintani

Dear Pete:

August 1970 sales compare favorably to last year.

	DOLLARS	
1969	1970	
$212,116	$258,653	over $46,537 or 22%
	BAGS	
111,764	123,661	over 11,899 or 10.6%

Sales in all products were over last year except attic Insulation and Glass Fiber. Masonry Fill, Concrete Aggregate and Monokote all increased.

We started promoting panelfoam around the first of August. We based this start on the anticipated delivery of 3 carloads by September 1st. As of this writing nothing has been shipped. We have orders for approximately 200 cartons. The product has appeal to the lumber yard managers. All of our distributors have indicated that they will stock panelfoam.

I had a meeting with the salesmen who depend on the Easthampton plant and the plant Superintendent the first part of August. We discussed mutual problems and ways to best handle orders - communications etc. in anticipation of a busy fall. We also agreed on the Glass Fiber inventory we would like to maintain at the plant for combination loads on our trucks. Shipping Glass Fiber with Attic Insulation and other products will help get us back in the Glass Fiber business.

I spent some time with Don Mueller in his territory. Business in this area should be good for the balance of the year.

Working with Bill Archambo indicates that he will have good Monokote, concrete and Masonry Fill business this fall.

I visited the Corson Company, Plymouth Meeting, Pennsylvania with Neal Barrett. Corson has been a super distributor for Dow for many years. Corson will loose this advantage Feburary 1971. We discussed our dyfoam products at length with the Corson people. They are interested in