



WRG 001893

AUG 8 - 1970

ZONOLITE DIVISION

TO Pete Hollis

DATE August 6, 1970

FROM Jim Cintani

SUBJECT Monthly Situation Report
July, 1970.

CC: S. Titus

Dear Pete:

Sales for the Northeast District during July were higher than any month this year both in dollar sales and bag totals. Bag sales were 117,500 bags an increase of 9% over last years figures. Dollar sales were \$257,300.00 an increase of 21% over comparable period last year. We were almost on budget in dollar and bag sales for the month of July.

Tabulated is a comparison of the first 7 months of 1970 compared to similiar period last year.

Product	7 Months 1970	7 Months 1969	Difference
Attic (4 cu.ft.)	202,500	152,400	50,100
Concrete Aggregate	131,800	152,000	(20,200)
Plaster Aggregate	20,400	19,700	700
Masonry Fill	118,600	126,700	(8,100)
Monokote	168,500	74,200	94,300
Dyfoam	2,251,000	2,139,000	112,000
Vent Board	383,000	1,293,000	(910,000)
Glass Fiber	1,794,000	3,695,000	(1,901,000)
Total Bags	729,700	638,800	90,900
Total Dollars	\$1,404,400	\$1,335,900	\$68,500

Attic Insulation sales are keeping pace with last years sales. We have a cushion of 50,000 bags going into the fall campaign. This is a switch from normal as we usually go into the fall campaign trying to catch up. Stan Titus is working on preparations for the campaign. Stan reports the men are optomistic on prospects for a successful fall campaign.

Concrete Aggregate sales are picking up in volume. We must however do a lot of catching up to equal last years volume. The roof deck jobs are under contract but they are not ready for application because of delays due to local strikes. It looks like we will be forced to do a lot of winter work. Can we try to get some regulated set cement for the Northeast?

A meeting was held with Property & Supplies Division of General State Authority for State of Pennsylvania in an attempt to dispel their reluctance on permitting use of Zonolite lightweight concrete on G. S. A. Buildings. The meeting was conducted by myself, Dick LaRue and Lou Miorelli our roof deck applicator. There were twenty G. S. A. people in attendance. We made some good points and I believe we made some

20015201

Positive strides on getting our product approved. The G.S. A. people complained of numerous roofing problems which they referred to the problem being wet Zonolite fills. This theme has been mentioned in past but for the first time they named the problem jobs. Our initial checking indicates the problem jobs are not even Zonolite systems! We are going to conduct a full investigation and promptly report back to G. S. A. of our findings. You will be hearing more on this as events progress.

Our failure on the recent fire test to gain full equivalency from Underwriters Laboratory on our non-asbestos product has put a serious road block in our Monokote sales in the Northeast particularly in the Philadelphia area. We have four fireproofing jobs (85,000 bags of Monokote) at a standstill. The general contractor is pushing the applicator to get a non-asbestos product. There are two non-asbestos spray fireproofing products on the market.

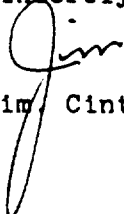
Our tests which indicate that our present Monokote does not significantly contribute to the air pollution and the asbestos health problem are impressive. However the City of Philadelphia officials do not want an asbestos containing spray fireproofing applied without 100% containment. This is almost a physical impossibility. We are trying to get them to relax this stand but to date without success. We should continue to exert maximum effort to secure a non-asbestos Monokote as I am sure ~~it~~ it is only a matter of time until the rest of the country follows Philadelphia's regulations.

We are starting to get some Perma deck formboard specifications. There are two jobs out for bid currently incorporating Permadeck formboard and Zonolite concrete. They Cumberland Valley School and dormitory at Urinius College. The footage involved is over 125,000 square feet of deck. Formboard appears to be the way to go on Permadeck in view of the serious price competition on regular wood fiber board in our area.

There was improvement in our net operating profit for the month of June. I hope we can continue to improve on this vital area for the balance of the year.

Sales during August should approximate 110,000 bags with dollar slaes of \$220,000.

Sincerely,


Jim Cinti

JC:ms

20015202