FILE NAME: WR Grace (WRG)

DATE: 1970

DOC#: WRG089

DOCUMENT DESCRIPTION: 1970 Memos to P Hollis from J Cintani regarding sales data.

1970

ZONOLITE DIVISION

TO: Pete Hollis DATE: April 8, 1970

FROM: Jim Cintani SUBJECT: Monthly Situation Report March, 1970

CC: J. S. Titus

EXHIBIT P-32 SP 1/13/89

Dear Pete,

Sales during the month of March were rather confused. We did very well on Mono-Kote and Attic Insulation, however, Glass Fiber sales were down severely. The remainder of our product line was comparable with last year's sales. Bag Sales for the month amounted to 94,900 bags; an increase of 20% over last year's sales, however, dollar sales were only $179,202.00; a decrease of 7% compared to March, 1969, dollar figures.

Glass Fiber sales contributed substantially to the decrease in dollar sales. Glass Fiber sales in March of this year were only 147,000 sq. ft. compared to 940,000 sq. ft. last March. The glass situation is not improving. We are still on allocation from Penbyrn plant. Most of our truckload buyers have dropped us because we cannot supply their requirements. In the first three months of 1970, our glass fiber sales ounted to 792,000 sq. ft. compared to 2,336,000 for similar period ast year. Unless steps are taken to correct the situation we are faced th the possibility of losing the glass fiber market entirely.

Tabulated below is a comparison of sales for the first three months of this year compared to similar period last year.

PRODUCT:	3 MONTHS SALES-1970	3 MONTHS SALES-1969	DIFFERENCE
Attic Insulation	130,500	81,000	49,500
Concrete Aggregate	24,000	22,900	1,100
Plaster Aggregate	11,100	5,200	5,900
Masonry Fill	30,000	32,000	(2,000)
Perlite	24,400	14,700	9,700
Mono-Kote	42,800	35,900	6,900
Dyfoam	808,000	811,000	(3,000)
Vent Board	34,300	169,300	(135,000)
Glass Fiber	792,300	2,336,000	(1,543,500)
Total Bags	271,700	218,200	53,500
Total Dollars	$ 489,400.00	$ 483,800.00	$ 5,600.00

With a break in the weather our roof deck applicators should begin pouring decks with regularity. It looks like a real good Spring on Roof ecks.

ZONOLITE DIVISION

TO pete Hollis High Point DATE May 4, 1970

FROM Jim Cintani SUBJECT Monthly Situation Report April, 1969

CC: S. Titus

EXHIBIT 1334 SP 1/13/89

Dear Pete:

Sales during the month of April was comparable to last years sales. Bag sales were 113,800 bags a decrease of 1% compared to last April's sales. Dollar sales amounted to $216,000.00 a decrease of 7% in comparison to last years sales. Last April we had an unusally big sales volume in vent board which inflated our dollar volume. Our vent board sales will be approximately 1,900,000 board feet for the complete year.

Tabulated below is a comparison of sales for the first 4 months of 1970 compared to similiar period last year.

Product	1970 Sales 4 months	1969 Sales 4 months	Difference
Attic	151,200	102,400	48,800
Concrete Aggregate	59,300	50,400	8,900
Plaster	12,100	9,400	2,700
Masonry Fill	52,600	53,000	(400)
Perlite	32,400	29,200	3,200
Monokote	63,400	55,000	8,400
Dyfoam	1,026,000	1,069,000	(43,000)
Vent Board	185,500	490,200	(304,000)
Glass Fiber	1,195,000	2,822,000	(1,627,000)
Total Bags	385,600	334,000	51,600
Total Dollar	705,600	727,400	(21,800)

Concrete Aggregate sales during April amounted to 35,000 bags. Most of our roof deck applicators were busy during the month. The month of May should also be a good volume month for concrete aggregate. In fact our applicators should be busy during the balance of the year. The only dark cloud on the horizon is the large number of local cone struction contracts that have to be negotiated this year.

HOME OFFICE

GRACE

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All the trades are asking for large wage increases in the range of two dollars to five dollars per hour increases over a three year period. I am fearful that a large number of these contracts will be signed only after a long strike period.

Construction strikes will affect most of our product lines therefore I hope we are not hurt by these wage negotiations.

Perlite concrete aggregate sales are moving very well. We have been hampered by not being able to run our perlite furnace at Trenton. The furnace is down for air pollution equipment. It has been down for two weeks and the projection is for the furnace to be down for at least another week. We have been getting some perlite from Murkirk plant however because of heavy demand we were forced to buy perlite from Pennsylvania. Perlite in Allentown and also from Perlite Manufacturing in Prince, Penna. This has been very costly but was essential for us to hold the perlite business. This is particularly true with Concrete Plank Company, Arlington, New Jersey as they do not relish the prospect of buying perlite from us and are looking for reasons not to give their business to us.

Dermody Foltz & Pray will be starting their first Ori Pac job (8,000 bags) in mid-May. Henderson Johnson also has a number of smaller jobs which will be applied during the month of May.

During April we set up McGrady Roofing Company of Portland, Main as a Permadeck applicator. These people are well respected by general contractors in the Portland area. About ten years ago McGrady had the Insulrock franchise. They gave it up to go into steel deck erection. The steel deck market in Portland area is decreasing and the wood fiber on the rise. Consequently they want to get back into the wood fiber business. They are in position to take carloads. I feel they will help us generate some Permadeck business in that area.

Monokote sales continue to go very strong. We sold 20,000 bags during April. Sales during the month of May should be especially strong if local construction strikes don't close the jobs down.

All spray fireproofing in the city of New York has been shut down. No one knows where to turn and most of the spray applicators are taking a wait and see attitude. The unanswered question is who is going to pay for the increased costs required to comply with the new regulations.

The New York ruling states that all spray fireproofing containing asbestos is subject to these regulations. This includes Monokote however we are hopeful of getting a waiver on Monokote at least until our non-asbestos Monokote is on the market.

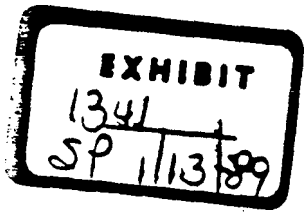
ZONOLITE DIVISION

SEP 5 - 1970

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

FROM Jim Cintani SUBJECT Monthly Situation Report August, 1970

CC: S. Titus



Dear Pete:

Northeast District Sales during August were most encouraging. Dollar Sales amounted to $258,600 an increase of 30% over last year's dollar sales. Bag sales in August were 123,700 bags an increase of 14%. We were however slightly behind our budgeted goals for August for both dollar and bag sales.

Tabulated is a comparison of sales during the first eight months of 1970 compared to similiar period in 1969.

Product	1970	1969	Difference
Attic (4 cu. ft.)	224,700	183,200	41,500
S.C.A.	167,500	182,400	(14,900)
PA	25,500	22,600	2,900
MP	149,800	148,273	1,500
Perlite	51,900	66,600	(14,700)
MK	191,200	85,200	106,000
Glass Fiber	2,176,000	4,177,000	(2,001,000)
Dyfoam	2,685,000	2,351,000	334,000
Vent Board	580,000	1,551,000	(971,000)
Total Bags	853,400	747,000	106,400
Total Dollars	$1,663,000	1,558,000	$105,000

Plans for Fall Insulation Campaign are pregressing. Stan Titus advises that the men have most of their advertising promotions lined up. We are hopeful of having a successful insulation campaign this fall. Our Fall Campaign Meeting get together with Distributors will be a good start to our Fall Insulation Campaign.

Concrete Aggregate sales showed a marked improvement in August. Sales amounted to 35,000 bags for the Northeast. The Weedsport and Easthampton Districts had the best showing. The Trenton District has a number of roof deck jobs nearly ready to go. I am hopeful we can get the bulk of these before cold weather arrives.

We have had several meetings with General State Authority for State of Pennsylvania trying to get them to grant approval on use of Zonolite concrete roof decks on G. S. A. projects. We were able to prove to them that the so called problem wet fill roof decks were not

1341

OCT 5 1970

ZONOLITE DIVISION

TO Pete Hollis DATE October 5, 1970

FROM Jim Cintani SUBJECT Monthly Situation Report September, 1970

CC: J.S. Titus

EXHIBIT 1343 P1/13/89

Dear Pete,

The month of September was a banner sales month. Bag sales for the month amounted to 149,500 bags, an increase of 8% over last years figures. Dollar sales were $295,100.00, an increase of 12%. We were, however, slightly below our budgeted goals.

Tabulated is a comparison of the first nine months of 1970, compared to similar period in 1969.

Product	1970	1969	Difference
Attic Insulation	275,300	230,900	44,400
S.C.A.	197,800	209,400	(11,600)
P.A.	29,400	28,200	1,200
M.F.	179,200	174,800	4,400
ite	58,100	70,700	(12,600)
...	213,800	103,900	109,900
Glass Fiber	2,636,00	4,949,000	(2,313,000)
Dyfoam	3,143,000	2,650,000	493.000
Vent Board	697,000	1,646,000	(949,000)
Total bags	1,002,800	884,900	117,900
Total Dollars	$1,958,200.00	$1,820,000.00	$ 138,200.00

Our Fall Campaign is moving along very well. Attic Insulation sales during September amounted to 50,500 bags, a 5% increase over last years figures. Our Fall Campaign Distributor's Meeting appears to be most beneficial. The plants have in excess of 35,000 bags of attic insulation at this time. The plants are working on a delivery schedule in excess of two weeks after placement of orders. Unless we are able to reduce this time schedule on deliveries, we may be hurt in trying to keep up the momentum we were able to generate in the Fall Campaign.

Concrete Aggregate sales are moving well but not well enough to pick up valuable time lost this past summer. It looks like we are going to have numerous jobs poured in marginal weather. This is going to hurt our architectual promotion. A quick set cement is needed in this Northern climate, if we are to reach the potential on lightweight concrete. We are losing old architects as fast as we are picking up new architects because of adverse weather conditions. I would recommend that a positive program be started with the goal of securing a quick set lightweight concrete application. We need

GRACE

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TO

DATE

FROM

SUBJECT

CC:

a product that we can pour today an be acceptable for roofing the next day.

Dri Pac is an alternative, but there are many cases where we cannot substitute because of deck design.

I had a meeting with Concrete Plank people, the perlite applicators in North Jersey. Don McCrae, president of Concrete Plank, has promised to give us the lion's share of their perlite aggregate business. This amounts to approximately seven to eight thousand bags per month. Frank Chirico was very helpful in getting us back with these people. Concrete Plank is very interested in getting into Dri Pac business. I told them to hold off at this time as the market did not justify another applicator and with the high cost of the Dri Pac equipment I did not think it would be advisable for two applicators sharing the present Dri Pac market.

Our Monokote sales are still continuing rather brisk. However, we must get a non-asbestos spray fireproofing quickly. More and more areas are being hit by non-asbestos spray ban. The City of Philadelphia will not permit any asbestos spray. The State ofN.J. and Pennsylvania are starting to move on this also. New York City is very close to enacting non-asbestos spray fireproofing ban. The first of the year may not be too unrealistic as the date that all asbestos spray products are banned in the Northeast area.

Our operating profit in the Northeast District for the month of August was 29,600, the highest we have achieved to date. I am hopeful that October will continue to show improvement. Changes on the mixing set-up at Trenton should enable us to reduce our production costs on Monokote at the Trenton Plant.

The month of October should be very good saleswise. I anticipate bag sales of 160,000 and dollar sales of $300,000.00.

Sincerely,

James Cintani
District Manager

GRACE

INSPECTION REPORT
AIR POLLUTION CONTROL

PHILADELPHIA DEPARTMENT OF [illegible]
AIR MANAGEMENT SERVICES
506 SOUTH BROAD STREET, PHILADELPHIA, PA. 19146

☐ NO VIOLATION OBSERVED

This is your official record of an investigation conducted in accordance with the regulations of the Air Pollution Control Board. Observations are listed below for your information. Instructions are given to aid in abatement and/or prevention of violations.

☒ VIOLATION OBSERVED

You are required to complete the items listed on the NOTICE OF VIOLATION below. Take prompt action to correct this violation and return the Notice within 5 days to the address above. This violation may result in legal action.

FIRM NAME: Penn Mutual Trust - Fidelity Mutual Life — DATE: 3-26-70

FIRM ADDRESS: 5 S. Penn Square — HEALTH DISTRICT: 4

PERSON CONTACTED: Mr. A. Miller — TITLE: — TIME PERIOD: 10 AM

SECTION OF CODE VIOLATED (if applicable): 3-301 — DURATION OF VIOLATION: As observed

OBSERVATIONS AND/OR INSTRUCTIONS

Asbestos observed in steam room of 15th & South Penn Square - this asbestos removal is in violation of the A.P.C. code and Regulations —

SIGNATURE OF INSPECTOR: [signature]

NOTICE OF VIOLATION ISSUED

(Violator must complete and return to address above within 5 days after this date) — DATE OF VIOLATION: 3-26-70 — INSP. NO.: 417

CAUSE OF VIOLATION

STEPS TAKEN TO PREVENT FURTHER VIOLATION

COMPLETION DATE OF PROPOSED CORRECTIONS

SIGNATURE	TITLE	DATE
PRINT NAME	ADDRESS	

ESTABLISHMENT

ZONOLITE
DIVISION W. R. GRACE & CO.

Our Monokote jobs in Philadelphia are still going however the city officials are looking at the New York regulations with the thought of doing something similiar; at least as far as the use of an overspray is concerned.

We have received an order for 7,000 bags of Monokote from Manganaro Bros. for the Keystone Building in Boston. In addition De Gregori and Cassis have promised to give us the spray fireproofing on the John Hancock Building in Boston if we have a non asbestos product by mid-July.

I hope the Monokote mixing set up contemplated for the E. Hampton plant becomes a reality before too much longer. The Keystone Building job will be ready for Monokote within the next two weeks.

Actual profit prior to taxes for the Northeast for the 1st quarter is $15,400 this is considerable below the budgeted goal of $1,200 a good deal of the decrease is the result of high production costs of the Trenton plant. I am hopeful we can recover a portion of this loss within the next several months.

Sales during the month of May should continue on a high plane. I anticipate bag sales of 105,000 and dollar sales of $210,000.

Sincerely,

ZONOLITE CONSTRUCTION PRODUCTS
DIVISION W. R. GRACE & COMPANY

JC/ms

James Cintani
District Manager

096493

MAY 23 1970

N. T. Burns/Zono
Bolesville

May 20, 1970

T. F. Egan

Asbestos in Sprayed Fireproofing

L. P. Hollis/Zono-High Point
J. N. Beveridge

THIS COPY FOR

Dear Norm:

Just a short note to fill you in on the clamor about asbestos and where Mono-Koto fits.

Yes, we have asbestos, 10% by weight in the mix, which is the lowest of all current spray-on materials. However, the real key to our advantage is that we're the only cementitious mixture. As you know, this means we wet mix and pump wet, "locking" all ingredients in the cementitious mass. The proper in-place density is always assured with the best surface hardness, dust or erosion free without need for sealers. Remember, we had a 104 mph wind for 87 hours across Mono-Kote without visible dusting.

At the present time, Mono-Kote is being sprayed on Standard Oil Building, New York, Philadelphia Electric Building and Fidelity Mutual Bank Building, Philadelphia, Newark Air Terminal, Newark, New Jersey, just to name a few.

There have been very restrictive measures placed on spray fireproofing operations in Manhattan, and I'm sure that the days of poor installation and sloppy work practices with sprayed fibers are ended. There will be more to come and as things develop, I'll keep you informed.

Be sure that your architects and engineers are brought up to date on all developments, and let me know how I can help.

Yours truly,

ORIGINAL SIGNED BY:
THOMAS F. EGAN

Thomas F. Egan

TFE/jac

9