

FILE NAME: WR Grace (WRG)

DATE: Unknown

DOC#: WRG102

DOCUMENT DESCRIPTION: 0000 Incomplete Handwritten
Document

strikes which would not only affect Concrete Aggregate sales but most other items in our product line.

Several On-Pac jobs are due to break in May. This should prove to be one of our fastest growing items over the next several years. We need this business to fully utilize our perlite furnace capacity when the equipment is operating efficiently.

Tom Burns reports that he has lost some perlite plaster aggregate business due to the recent price increase. If perlite competition doesn't follow suit, we may be forced to meet the going price if we are to maintain a strong customer relationship.

Attic Insulation sales dropped off but we are still well ahead of last year. I understand that planning sessions are already underway with respect to our Fall Campaign. It's good to know we're getting a head start on this all important project.

Pyfoam and Vent Board sales were also down from last April but we should be in good shape with these products over the course of the year. I have suggested to Tom Egan and Tom Gitt that we attempt to have Underwriter's Laboratories

We won't make bids but
send for May. If our product
is right we could approach
the project's project.

Cherley