FILE NAME: WR Grace (WRG)

DATE: May 11, 1970

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DOCUMENT DESCRIPTION: 1970 Monthly report on April 1970 sales.

J. R. Williams — May 11, 1970

L. P. Hollis — Monthly Report for April

R. W. Sterrett
R. M. Vining
D. H. Philipsen

Dear Bruce:

As indicated, in my last report, we were unable to make the sales budget for April.

	Actual	Budget	% Over/(Under)
Bags	174,434	211,300	(17.4%)
Dollars	$340,055	$424,000	(19.8%)

Compared with last year:

	Actual	Last Year	% Over/(Under)
Bags	174,434	188,678	(7.5%)
Dollars	$340,055	$379,208	(10.3%)

While we probably wouldn't have attained budget under any circumstances, inclement weather hampered our activity. Glass Fiber sales continue to lag as a result of the problems at Penbyrn as well as fewer housing starts.

Concrete Aggregate showed considerable improvement and should be even better in May. Most of our applicators have a good backlog. Some jobs are already underway with others scheduled to start shortly. Our major concern, as Jim Cintani points out, is the possibility of major construction strikes which would not only affect Concrete Aggregate sales but most other items in our product line.

PLAINTIFF'S EXHIBIT 240
ALL-STATE LEGAL SUPPLY CO.

We won't make budgeted sales for May. If our product mix is right, we could approach the projected profit.

Sincerely,

L. P. Hollis

LPH/clk

Attachments