

OCT 6 - RECD

ZONOLITE DIVISION

TO: Pete Hollis

DATE: October 3. 1969

PLAINTIFF'S
EXHIBIT
WRG-504

FROM: Jim Cintani

SUBJECT: Monthly Situation Report
September, 1969

cc: S. Titus

Dear Pete,

Sales during the month of September were very encouraging. Our bag sales were 137,900 or an increase of 3% over last year's figures. Dollar sales amounted to \$261,900 an increase of 12% over last year's totals. We fell slightly behind our budgeted bag figures for September. However, our dollar sales were slightly ahead of our budgeted goal.

Tabulated below is a comparison of our sales through the first nine months compared to our budgeted goal:

<u>PRODUCT</u>	<u>SALES 1969</u>	<u>BUDGET 1969</u>	<u>DIFFERENCE</u>
Attic Insulation	231,000	199,000	32,000
Concrete Aggregate	209,400	227,000	(17,600)
Plaster Aggregate	28,200	24,000	4,200
Masonry Fill	174,800	179,000	(4,200)
Perlite (all types)	70,800	102,300	(31,500)
Monokote	103,900	77,500	26,400
TOTAL BAGS	884,900	877,000	7,900
Glass Fiber	4,949,000	7,028,000	(2,079,000)
Dyfoam	2,650,000	2,347,000	303,000
Vent Board	1,646,000	1,331,000	315,000
TOTAL DOLLARS	\$1,820,000	\$1,755,200	\$ 64,800

Attic Insulation sales during September amounted to 47,900 4 cubic foot bags, an increase of 13% over last September's figures. The Fall Campaign is moving ahead in full swing. If we can keep orders moving we should have a real good campaign.

Concrete Aggregate sales were 27,000 bags which was the same figure that we had last year. We have a considerable number of roof deck jobs scheduled to be applied before the end of the year.

Ted Peifer advises he is working on a deal with a cement company to furnish regulated cement to the Northeast area. I am very hopeful that we can work out an arrangement to get regulated set cement. We have been talking about it to the trade and I am afraid that unless we get something for this winter, we will hurt our concrete aggregate promotion in this area.

HOME OFFICE

GRACE

20015352

ZONOLITE DIVISION

TO : Pete Hollis

DATE: October 3, 1969 - Page (2)

FROM: Jim Cintani

SUBJECT: Monthly Situation Report
September, 1969

CC: S. Titus

We have a number of large jobs with very influential architects specified lightweight concrete. The jobs are due to be applied during the winter. It is essential that we do our utmost to get regulated set cement this winter.

Henderson-Johnson, our Dri Pac applicator, has started their large (10,000 bags) job in Syracuse. The job is going fairly well after the usual start-up problems.

J. B. Eurell has a number of bids out on Dri Pac which they are hopeful of closing; as of today they have 200,000 board feet of Dri Pac under contract.

The extended delivery schedule of six weeks on glass fiber from Penbyrn plant has hurt us considerably. Our promotion to sell combination loads of glass fiber and vermiculite is just starting to get rolling. Our plants have glass fiber stock, however, it is moving out so fast that we cannot replace it because of the extended delivery schedule.

Is there any possibility of getting glass fiber from some other Johns Manville plant? It surely would help us to keep our combination load promotion moving.

Jim Anderson has been hired as our architectural representative in New York State. Present plans call for Jim to assume his duties in the Territory the week of October 6th, after a two-week training period.

Monokote sales are moving ahead very well. Sales during September were 18,600 bags. We have a number of jobs going into October which should make October equally as good as September. To date, our Monokote sales are 103,800 bags; an increase of 34% over our Monokote sales for the entire year of 1968.

There are a number of sizeable fireproofing jobs up for grabs. I am hopeful our applicators will secure contracts on a number of them.

The reasons for the increase in Monokote sales are due to several factors. Our people have done an outstanding job of promoting the sales features of Monokote, particularly the hard surface. In addition the widespread report of health hazards of asbestos fibers has hurt our competitors.

HOME OFFICE

GRACE

20015353

ZONOLITE DIVISION

TO: Pete Hollis

DATE: October 3, 1969 - Page (3)

FROM: Jim Cintani

SUBJECT: Monthly Situation Report
September, 1969

CC: S. Titus

We should do everything we can to speed up our search for a substitute for the asbestos in our Monokote. We would certainly be at a distinct advantage if we could say our product did not contain any asbestos.

Sales in October should continue to be good. Our bag sales should be approximately 150,000 bags and our dollar sales at \$250,000.00 which is just about our budgeted goals.

Sincerely,


Jim Cintani

JC/jj

GRACE

20015354