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TO: K. R. Cranker

DATE: March 16, 1970

FROM: R. J. Bragg

SUBJECT: Mono-Kote Reformulation

CC: V. H. Dodson
T. F. Egan

To date we have approached the subject in two manners: replacement of asbestos with entrained air or with non hazardous fibers. Concerning the latter program, our efforts have been rewarding at low density with five successive successful fire tests on compositions containing Georgia-Pacific P-32 unbleached cellulosic fiber.

During a meeting with high ranking officers of Canadian Johns-Manville Co., Ltd., Asbestos Fibre Division on 3/10/70 in South Carolina, I learned the cost figures we had used in our previous costing were low. For example, I was given a laid-down cost in Travelers Rest of \$.0260/lb. for asbestos. Actually the correct cost is \$.03625/lb.

In addition, Mr. Payment and I made a substitution of air entrainment, changing from Du Pont's Duponal WA Dry @ \$.480/lb. to half again as much Proctor & Gamble's Orvus A B Granules @ \$.185/lb. This results in a savings per bag of Mono-Kote (i.e. AEA substitution) of \$.025/bag.

Combining both of these changes, we now have a formulation using Cellufloc P-32 and Orvus A B which costs \$.02147/lb., with a DMC of \$1.3735 per 50 lb. bag. The DMC of standard Mono-Kote containing asbestos is \$1.3860 per 50 lb. bag.

Strangely enough, because of a competitive situation on the West Coast which led Johns-Manville to provide freight equalized shipments to California, our Los Angeles plant pays less for asbestos than our South Carolina plant (\$.02975/lb.). Again, using the new costs for asbestos and Orvus, the DMC of Mono-Kote out of Los Angeles is \$1.27/50 lb. bag.

I believe since we are lower in cost (1 1/2 cents/bag) in Travelers Rest, (new formula vs. old) and since I don't have accurate aggregate costs out of Los Angeles, that we should ask Jim Zisson to cost out the new formula at several points in the U.S. An important consideration here is that the West Coast area should be able to buy Cellufloc at a lower cost than the Eastern U.S.

Ralph J. Bragg
R. J. Bragg

RJB:mlr

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CONSTRUCTION PRODUCTS DIVISION

INTER-OFFICE CORRESPONDENCE



TO: K. Harrison, Cambridge

DATE: November 23, 1970

FROM: C. Wendel, Los Angeles

SUBJECT: Mono-Kote Research

CC:

Thanks for sending me the outline for Mono-Kote Research.

It looks to me that it is very thorough and well organized.

I would like to stress that although cost is mentioned, I do not think it is emphasized enough. It should be high on the priority list.

We have just run out another batch of MK 4 and find that the cost per bag at the plant for MK 4 is 23¢ per bag more than MK 3. This increase would make it very difficult to substitute MK 4 for MK 3 and expect our customers who have large contracts to swallow the difference.

The main increase in cost is due to the price of the fiber and I am wondering if everything possible is being done by our purchasing department to get a lower price on this item. At one point, the cellulosic fiber was more or less a by-product for the wood people. They are certainly not pricing the product on that basis.

We are very pleased with the working qualities of MK 4 and if it were not for the increased cost we would swing over to it as soon as possible.

I am returning the white paper to you as requested.

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