



CONSTRUCTION PRODUCTS DIVISION

EXHIBIT

WRG-1267

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EJP
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*Paul Rosenberg
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TO: H. C. Duecker
R. C. Ericson
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T. L. Lyall

November 14, 1972

FROM: H. A. Brown

SUBJ: Zonolite Overseas Licensees

cc: R. I. Morris
R. W. Sterrett/Atlanta
R. M. Vining

At the present time, there is a Zonolite licensee in Australia. Recently, an agreement was signed for a Zonolite licensee in New Zealand and a limited licensee in Japan for the sale of Redi-Earth. Bill Kinch, Vining, and myself had a meeting last week to discuss the value and the risks involved in setting up Zonolite licensees outside the U.S. It was decided that, in most cases, these are more trouble than the income that can be derived is worth. Kinch agreed that he was not interested in initiating action to obtain such licensees.

This memo is to clarify that we are not interested in pursuing this policy and to confirm that no negotiations or arrangements for negotiating a license can be made without prior approval by Vining. This applies to those anywhere in the world, not just to the areas that Kinch has responsibility for.

Discussions are planned with Pfeiffer of the European Division in January on the question of Zonolite products and technology. Unless something different comes out of this meeting, formulas as they relate to Zonolite should not be transmitted outside the Construction Products Division.

With regard to the Mono-Kote formula requested by Kinch for the New Zealand licensee, the only formula we should release at this time is MK-3.

H. A. Brown
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HAB/cgr

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