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200
10 WA
D. Gleason - 23 Tower

KAYLO 10 AF

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200
10 WA
H. V. Smith - 11 Tower

July 25, 1972

L. Saxby - 23 Tower

A. J. Pearson - 25 Tower

P. Schenckle - Berlin

Attached is a copy of a rough draft of the two memorandums we discussed in the Kaylo Team meeting on July 25. They are offered to help you get these papers for use with the Branch and the customers at the earliest possible date.

Only one point in the draft is considered critical. Until we are entirely a new product and have cleaned our process system of all traces of asbestos we avoid the statement of "asbestos free". I believe that we are honest in stating that no asbestos has been used as a reinforcement agent.

It is suggested that you review your final draft with the Legal Department prior to issue so as to make certain that our claims, either by direct statement or inference, are legitimate.

H. V. Smith
H. V. Smith

HVS:rib
Attachments



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ROUGH DRAFT

TO: BRANCH PERSONNEL

SUBJECT: KAYLO 10 AF PIPE AND BLOCK

Our development effort to produce a Kaylo 10 product which does not use asbestos as a reinforcing agent has reached the point where field and processing trials be made to evaluate the suitability of the material and to work out the final details of processing.

Specific field evaluation shipments will be made to selected customers and this material followed by Marketing, Development, and Manufacturing people so as to check the suitability of the product. Arrangements for follow-up on these special trial shipments will be handled with the Branch involved, separately.

In addition, to the trial shipments it is necessary that we substitute the new product, Kaylo 10 AF, orders for Kaylo 10 pipe insulation and block. The product properties are of the same order as those provided by our present K10 product. The principal difference is that no asbestos has been used in the product as a reinforcement.

We will, when the K10 AF product has been included in a shipment, advise the customer that the shipment contains such material by attaching a notice to the invoice for the shipment. A copy of the notice is enclosed.

We ask that you advise your customers, both distributors and applicators, that the program is being undertaken. All of you are aware of the need and desire for such a product as the Kaylo 10 AF. It is probable that the customers will welcome the introduction of the product. However, we must make certain that we do not take them by surprise, but that we include them into the program and secure their cooperation on the introduction of the new product.

No orders specifying the Kaylo product will be accepted at this time.

If you have any questions relative to the program or this memo, please contact _____ immediately.

ROUGH DRAFT

NOTICE

Included in the shipment covered by the attached invoice is a limited quantity of the new Kaylo 10 AF product, which has been produced without employing asbestos as a reinforcement material. Its properties are of the same order as the standard K10. If you or your people have any comments relative to the material, please advise the local OCF sales representative immediately.

You are aware of the need and desire for a calcium silicate product which does not use asbestos for reinforcement, yet which retains the same beneficial properties which have been provided by Kaylo 10 pipe and block insulation. The Kaylo 10 AF material, we believe, fits this need.

In order to initiate a change over to the new product, it is necessary, for a period of time, that we inter-mix Kaylo 10 and Kaylo 10 AF on orders. We will keep you advised on this by means of this memo on each invoice and shipment where inter-mixing has occurred. Your cooperation and understanding will be greatly appreciated.