



THE ROCKBESTOS COMPANY
NEW HAVEN, CONNECTICUT 06504 USA

INTERNAL MEMORANDUM

SHOW NAME, TITLE AND CORPORATION OF ADDRESSEE AND ADDRESSOR DATE: October 20, 1981

TO: All Department Heads

FROM: R. L. Mullen

SUBJECT: PRODUCT NUMBERING POLICY CHANGE

While we were organized centrally, with two manufacturing facilities, it was necessary to clearly control which plant manufactured the product with separate product codes. We utilized a "cross-reference" file to identify the two alternative methods of manufacture to specify which was the preferred method at which we based the standard cost. This approach is commonly used by companies who have multiple plants producing alternative versions of the same product.

With the change in organization from centralized to decentralized, a different philosophy exists. Now each manufacturing plant is equipped to specialize in a product line. This means there should be only one method to manufacture a product at the plant so equipped.

To return to a single product code design requires changes to our current method of operation. To ease the impact to customers and stock identification, it has been decided to return to the single code formerly identified as the "New Haven" code.

On Sunday, November 1st, all price book codes in the control, instrumentation, or SIS category will be restructured to their East Granby method of manufacture. This means that after November 1 the following minor class categories will be destined as East Granby production: A82, A83, 146, 114, 128, C37, C38, C39, C50, C51, C52, C53. All specials after November 1 should use numbers within these series for East Granby production. Acknowledgements will be typed denoting plant of manufacture by item. Items for different plants should not be typed on the same page.

Temporary help will be hired during the week of October 26 - 30 to do the typing changes to MIT masters to implement this change. Current East Granby numbers for price book items only (228 product codes) will be renumbered with their corresponding former New Haven product code with the next revision letter. Copies of the East Granby code versions will be filled as obsolete products.

PLAINTIFF'S
EXHIBIT

E-200

OTHER ADDRESSEES - FOR INFORMATION

E. E. Barth
B. R. Cox
C. W. Hermann
W. F. Hogan
G. G. Littlehales
F. R. Postma
E. S. Reed

AS1
C34
C35
C36

A MEMBER OF THE HARMON GROUP

RBB 02733

SC-ELEC-07880