For return file

INTRA-COMPANY CORRESPONDENCE

OFFICE CINCINNATI - INDUSTRIAL INSULATION DATE April 3, 1963

4-3-63

PLAINTIFF'S EXHIBIT K-976

MR. A. L. JONES

SUBJECT: One-Cote Cement
Private Brand Accounts

Dear Alton:

Concerning shipments of either our present One-Cote Cement (proposed Hylo) or the new One-Cote to Private Brand Accounts, I would recommend that we continue shipping the present formulation of One-Cote "Hylo Cement" to North American Refractories, Bigelow-Liptak, A. P. Green and General Refractories.

For any shipments to Armstrong Cork, the material should be the new formula "New One-Cote".

For the present, we will have to await some further tests on the West Coast before changing the OC-110 Insulation Cement entirely over to the New One-Cote. This change-over with Owens-Corning is complicated by the success that they are enjoying in Los Angeles spraying the "Hylo" type cement.

In summary then:

ACCOUNT	PRODUCT NAME	TYPE PACKAGE
Armstrong Cork	Armatemp #10 Ins. Cement	Printed
Ship New One-Cote, effective April 1.		
North American	Unicote Finishing Cement	Printed
Continue shipping old formula One-Cote, "Hylo".		
Bigelow-Liptak	FC-11 Ins. Fin. Cement	Plain bag stenciled
Continue shipping old formula One-Cote, "Hylo".		
A. P. Green	SS-10 Ins. & Fin. Cement	Plain bag stenciled
Continue shipping old formula One-Cote, "Hylo".		
General Refractories	Grefco Insul-Finish Cement	Plain bag stenciled
Continue shipping old formula One-Cote, "Hylo".		
Owens-Corning	OC-110 Ins. Cement	Printed
To be specified on each order.		

UNR 006140

John Harrington

John P. Harrington

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JPH/sm
cc: Mr. H. F. Nunn