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J-M RECEIVED
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L. R. STAIR
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PLAINTIFF'S
EXHIBIT
K-1620

Division Headquarters
September 19, 1967

R. E. Robinson - Zelienople Plant

INSULATING FIRE BRICK
SPECIAL SIZES - SPPI PROCEDURE
MY LETTER SEPTEMBER 3, 1967

After considering the comments of many of those concerned and confirming our discussions last week, the following changes are being made in the sizes and procedures as covered in my subject letter.

In accordance with your suggestions on size, the new 11 1/2" straights are changed to 11 1/4". The name on these new bigger standard sizes will be "ZELIE JUMBOS" instead of Fireblok. For convenience, the table from my letter of September 3, 1967 is being repeated with the changes included.

SELECTED SPECIAL ZELIE JUMBO SIZES

In type J-M 20, 23, 26, 28 and 3000, multiply the list price for the proper destination and quantity bracket in the type of brick desired by the factor stated.

2 1/2" or 3" thick size	Factor D & B	ALL OTHER	Extra charge for modification Arch. Wedge, Key or Skew Cut	
			M pcs. or more	Under M pcs.
* 23 1/2" x 9"	9.0	11.5	\$25/M	\$35/M
23 1/2" x 9"	6.0	7.8	25	35
13 1/2" x 4 1/2"	3.0	3.9	25	35
11 1/4" x 9"	3.30	4.3	25	35
11 1/4" x 4 1/2"	1.65	2.1	20	30
9" x 7 1/2"	2.2	2.8	20	30

* 24" for J-M 26, 28 and 3000

The "B" price designation is intended to include all "original equipment" and/or "furnace builder" customers. Each District will be requested to prepare a list of their customers in this category. In the meantime, if there is any question as to customer's status, please contact me.

In paragraph (b) SPPI SHAPES, the opening sentence should read, "For any piece overetc."

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Because of the rather complicated nature of the schedule of modification charges and the potential pricing problems that could develop with misinterpretations, it has been decided to not issue the pricing bulletin on this matter at this time. However, the procedure covered and the new prices and bracket set up should be used until further notice.

Price pages IN-62 and 62:1 are being revised and expanded somewhat and will reflect our goal of reducing some SPPI items and try to establish quantity bracket pricing on shapes.

The continuing comments of all concerned will be appreciated.

J. A. Campbell, Jr.

cc: M. W. Burleson - DHQ
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