

INTRA COMPANY


For rebrand file
 CORRESPONDENCE

OFFICE CINCINNATI - INDUSTRIAL INSULATION

DATE April 3, 1963

MR. A. L. JONES

 SUBJECT: One-Cote Cement
 Private Brand Accounts

 4-5-63
 PLAINTIFF'S
 EXHIBIT
 BLC-34

Dear Alton:

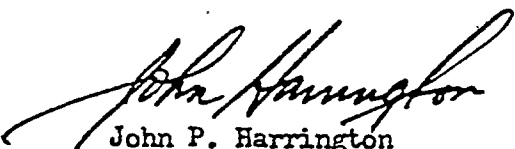
Concerning shipments of either our present One-Cote Cement (proposed Hylo) or the new One-Cote to Private Brand Accounts, I would recommend that we continue shipping the present formulation of One-Cote "Hylo Cement" to North American Refractories, Bigelow-Liptak, A. P. Green and General Refractories.

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:

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


 John P. Harrington

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JPH/sm

cc: Mr. H. F. Nunn

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