FILE NAME: Westinghouse (WH)

DATE: 1973 Apr 17

DOC#: WH037

DOCUMENT DESCRIPTION: Memo RE Goal to Increase Share of the Fire Retardant Market

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Hampton Decorative Micart
422-6272
April 17, 1974
Fire Retardant Sales

HAMPTON

Mr. C. T. Laney, Jr.
Market Development Manager

cc: Hampton - Mr. J. A. Cunningham
cc: Hampton - Mr. D. L. Cannady
cc: Hampton - Mr. F. H. Platts

One goal set for the Division in 1974 was to increase our share of the fire retardant market. Although this goal is minor compared to the divisions total objective, it is my major personal objective.

As the figures below show, we are on target and should meet our objective. For this I want to express my thanks to all involved and especially to the Engineering Department for their help.

1974 Yearly Forecast	1st Quarter Sales	Over Objective
Asbestos $30,000	$32,538	338%
FFR-1 $375,000	$103,028	9.9%

The major plan to increase fire retardant sales was to assist selected fabricators (according to geographic location) in the manufacture of Underwriters' labeled building panels. When assisting the fabricators on building panels, we allow them to use the Westinghouse labeling procedure and obtain an approved U.L. panel label in their company name. To date the following fabricators have gone with the program or are in the process:

1)	Mica Products	New York
2)	USF Cattaraugus	New York
3)	USF Algoma	Wisconsin
4)	Airco, Inc.	California
5)	Electro Systems	California
6)	Bernard Lumber Co.	New Orleans
7)	McClelland & Duff	Michigan
8)	Detroit Partitions	Michigan
9)	Architectural Cabinets	Delaware
10)	Johnson Construction	Texas

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PLAINTIFF'S EXHIBIT WH-756

The sale of our General Purpose "Y" construction and Vertical Surface "V" construction was not forecast and will not be reported on quarterly. Sales are up in both "Y" and "V" construction for U.L. labeled products although our record keeping does not permit a dollar volume to show since labeled products and general sales are grouped together.

The Navy business at this date is not definite. The Navy specification department has written a new specification for laminate, but we do not have any information as to the new ratings required on laminate in bare form. However, it is highly possible that our laminates will not need the new specification.

The Navy has let contracts to specific companies to develop a system for installing laminate aboard new ships under construction. Mr. Berman has been notified of this action and names of the companies. Mr. Berman has been requested to set up appointments for visits with these companies for determining how we as a laminate supplier can work with them.

Last month Mr. Platts found that there were specific companies supplying furniture to the Navy. Zone managers in those areas were notified and we now have our first laminate order for Navy furniture in the plant. This order was entered by Frigitemp out of New York.

Mr. Platts has some developments underway that may prove of value to the Navy. We are in the process of testing aluminum Micarta by means of E-84 tunnel test at this time. If the test results are acceptable by the Navy, then we will need to offer a selected group of colors with a system for installing. System for installing will have to be looked at after we have approval and not prior to approval.

The U.S. Coast Guard business remains the same. Our Asbestos laminate bonded to asbestos core and PFR-1 bonded to asbestos core are on the approved materials list.

In summary, our sales of fire retardant laminate are on forecast or ahead and are expected to increase in every construction except asbestos. Forecast of Asbestos sales are ninety percent complete from the knowledge we have for year 1974. Due to price increase, Asbestos Micarta be dropped from our line after 1974. The outlook for Navy business is encouraging, especially on furniture.

Decorative Micarta Division — R. J. Polk - Technical Sales Supervisor

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