FILE NAME: Pfizer (PFIZ)

DATE: 1972 Oct 5

DOC#: PFIZ026

DOCUMENT DESCRIPTION: Memo RE Kilnoise Production

tober 5, 1972

G. Long

cc: R. Mergenthaler
H. Rourke

L. Marino

Inoise Production

fective 6 October 1972, Area #3 will cease Kilnoise operation until it
n be determined whether or not the present production methods are
thin the OSHA standards re asbestos handling.

e standard 1) limits the exposure of any employee, to asbestos dust,
fine fiber, not longer than five micrometers per cubic centimeter of
: on a time weighted average, and 2) prohibits any concentrations
eater than ten fiber per cc of air, at any time.

present we do not have a measurement of what our dust concentra-
ns are. This situation will be rectified within the next two weeks, as
lust sampling kit has been purchased and the proper testing techniques
ll be demonstrated by the supplier's technical representative. It does
t seem advisable to continue to operate in the dark concerning these
ncentrations, with the serious health hazards that may exist. After
mpling has been carried out, a program can then be enacted to make
s production facility in compliance with current safety and health
ndards, should the decision be made to continue this product line.

L. Marino

LM:mas

EXHIBIT
Rourke 56
5/24/94 JR

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October 5, 1972

BUILDING PRODUCTS

TONNAGE COMPARISON

REGION 4000

	TONS, SEPTEMBER, 1972					TONS YEAR TO DATE				
Product	Seasonalized Budget	1972	1971	+ - 1971	- - Budget	Seasonalized Budget	1972	1971	+ - 1971	- - Budg.
Finish	2,489	2,978	2,342	+27%	+20%	18,750	19,466	18,384	+6%	-4%
Masons	2,833	2,970	2,622	+13%	+5%	21,277	23,078	19,531	+18%	+8%
Agric.	237	295	131	+225%	+24%	1,924	2,112	2,137	-1%	-10%
Kilnoise	45	48	43	+12%	+7%	420	563	356	+58%	+34%
Bulk Type S		662					2,584			

TOTALS:	5,604	6,953	5,138	+35%	+24%	42,371	47,803	40,408	+18%	+1
Stone		2,211								

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SAMPLE 15837

SALES HIGHLIGHTS

We are above Budget (+24%) for the hydrates for this period, and I believe that we may have had better performance this month if our service this Summer had been better than what it was. The sins of the past on service will show, I think, for sometime. In pooling our sales agents to see just what business we lost over the Summer with our poor service, we came up with the following:

Territory	Tons Lost
4010 (Florida) - Bialy	940
4015 (Florida) - Noland	320
4046 (So. Illinois & E. Missouri)	100
4043 (Washington, D.C. area)	40
4064 (Texas)	700
Total:	2100

See attached letters.

I am still convinced, Roger, if we can minimize our problems and have the product available when customers want it, particularly if it is containerized such as shrink pak, we can make greater inroads than we have in the past.

During this period, among other problems, the roof fell in and I mean actually fell in, stopping production for sometime.

KILNOISE

Sales were above Budget by +6% for this period. With the announcement of U. S. Gypsum and National Gypsum discontinuation of acoustical plaster, it is reasonable to assume that our Kilnoise sales would increase. However, how much would be difficult to estimate at this time. They have announced to the trade that they were discontinuing because O S.H.A.'s requirements call for products that do not contain asbestos. If we cannot make a product without asbestos, we will be faced with a similar problem perhaps before the end of the year. It is hopeful that the test material being prepared at Gibsonburg during the week of October 2 and tested approximately October 20 will resolve the problem. One customer, Donald Wysong, Inc., of Long Island, has indicated to us that if we can continue to manufacture acoustical material, they would buy lime from us so that they can fulfill their commitments on acoustic plaster.

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KOSMOS PORTLAND CEMENT COMPANY

Our recommendations are still under evaluation and there is nothing further to report at this time. However, we can expect an order within 60 days.

RIVERTON CORPORATION

This is underway but incomplete. They can see some product improvement, but will have to acquaint as to cost.

SANTEE PORTLAND CEMENT COMPANY

You may recall that I pointed out that Santee was interested in purchasing, or at least developing, a possible second source of supply, namely Rockwell Lime Company in Manitowoc, Wisconsin. During this period I requested that Jack Portmann submit a sample of Rockwell, which he did, and Bob Plantz tested it and found it to be a reasonably good product which could be substituted for our Mortar Mate. This account, among others, is dependent upon us for service and quality. I hope we don't let them down.

PLASTERING CONTRACTORS INTERNATIONAL CONVENTION

During this period I attended the Plastering Contractors International Convention, and I will follow this report with details and information with contacts made during this convention.

NEW ACCOUNTS

Adobe Brick & Supply Co.
149 Michigan (West)
Orlando, Florida 32806

H. Albert Plastering
1450 Terrace Street
Baton Rouge, Louisiana 70802

Burk & Hodges Lumber
Post Office Box 538
Morristown, Tennessee

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NEW ACCOUNTS (Continued)

Cuyahoga Dunham Supply
5475 Dunham Road
Cleveland, Ohio 44137

H. T. Ferron Company
Post Office Box 501
Charlottesville, Virginia 22902

Lloyd Lumber Company
Post Office Box 390
Nampa, Idaho 83651

Steel Heddle Manufacturing Company
Post Office Box 22067
Greensboro, North Carolina 27420

E. Weiss
Route 1, Box 272
Edgerton, Ohio 43511

Wondercote Products
6321 N. W. 37th Avenue
Miami, Florida 33147

Harry E. Rourke

HER:jj
attachments

Please note: This report was dictated by phone during the writer's absence.

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