

FILE NAME: Copeland (COP)

DATE: 1988 Jan 29

DOC#: COP008

DOCUMENT DESCRIPTION: Letter from Copeland



January 29, 1988

Mr. Ken Cleveland
Industry Products
500 Statler Road
Piqua, OH 45356

Dear Mr. Cleveland:

In a recent Engineering meeting non-asbestos gasket material was the main topic. The following will be our approach to qualifying a new material (Klinger 4401):

1. Run a pilot run of 25 compressors each of the CRN1, and CRF4. This requires 25 each of all sizes of 020-0686-00, and 020-0559-02. Please advise me when you can support this request.
2. In April or May of this year, we will try to run the CRN1, and CRF4 as well as CRA1 on a limited release. We will build 10,000 CRN1 compressors using the 020-0686-00. We will build 5,000 CRF4 compressors using the 020-0559-02. We will also build 1,000 CRA1 compressors using the 020-0559-00. This requires a great deal of effort at Industry Product to keep current with present requirements, and also build a full range of sizes to support the above quantities.
3. After these compressors are built we will require nine months to one year to secure enough data to make sure we have not made a poor decision.

We still must bring all issues back to into focus. The main issue is qualifying a material that is equal to or better than our present gasket materials. Sharing equally in the decision is the replacement cost of non-asbestos gasket material. It is very difficult to approve a material that will immediately create a cost penalty of \$300,000 or more depending upon the final material and it's or their respective cost.

After all data is gathered and evaluated we will then decide on a non-asbestos material for the Hermetic product line. Other tests will be required for the Sidney product, but details have not been provided at this time.

In conclusion we will continue to use and request asbestos material until you are forced to stop cutting those materials. We would like to be prepared to change to the non-asbestos material without any delay. As an interim step we have agreed to test a new material from Klinger they now refer to as Compressorite. They are to submit this material with short fibers to help you in both cutting and cleaning. No date has been agreed to a present, but we hope to include this as part of our phase two testing of non-asbestos materials.

Continued on page 2 of 2

Copeland®

Gary West
page 2 of 2
January 29, 1988

If you have any questions, please contact me and I will try to answer your questions, or set up a meeting if I am unable to satisfactorily provide an answer for you. Until our next correspondence on this matter I remain,

Respectfully yours,



Gary West
Senior Commodity Manager

GW:klg

cc: John Carlos
Jim Cole
Mike DiFlora
John Gephart
Dave Greene, Industry Products
Frank Kalivoda
Kurt List
Tom Ruef

COP 1579