FILE NAME: WR Grace (WRG)

DATE: November 23, 1970

DOC#: WRG130

DOCUMENT DESCRIPTION: 1970 Memo to K Harrison from C Wendel regarding mono-kote research.

CONSTRUCTION PRODUCTS DIVISION

INTER-OFFICE CORRESPONDENCE

TO: K. Harrison, Cambridge

DATE: November 23, 1970

FROM: C. Wendel, Los Angeles

SUBJECT: Mono-Kote Research

CC:

Thanks for sending me the outline for Mono-Kote Research.

It looks to me that it is very thorough and well organized.

I would like to stress that although cost is mentioned, I do not think it is emphasized enough. It should be high on the priority list.

We have just run out another batch of MK 4 and find that the cost per bag at the plant for MK 4 is 23¢ per bag more than MK 3. This increase would make it very difficult to substitute MK 4 for MK 3 and expect our customers who have large contracts to swallow the difference.

The main increase in cost is due to the price of the fiber and I am wondering if everything possible is being done by our purchasing department to get a lower price on this item. At one point, the cellulosic fiber was more or less a by-product for the wood people. They are certainly not pricing the product on that basis.

We are very pleased with the working qualities of MK 4 and if it were not for the increased cost we would swing over to it as soon as possible.

I am returning the white paper to you as requested.

Cll. -

- 2h ..

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PACIFIC REGION

GRACE