PLAINTIFF'S EXHIBIT WRG-662

TO: S. N. Mangino - Zono/Milwaukee

DATE: May 19, 1972

FROM: R. C. Ericson

SUBJECT: MK-4 Manufacturing Formulation

cc: A. B. Dean - Zono/Denver
L. Draper - Zono/Omaha
D. E. Nyvold - Zono/Minneapolis
W. P. Feit
T. L. Lyall
J. H. Schachter
J. L. Wright
W. R. Wright

I have just been advised that government regulations are about to issue which will require us to shift all Mono-Kote production to the MK-4 formulation. The deadline for this may be as early as mid-July. We may be successful in our efforts to get a 90-day delay. We must plan to move as fast as we can so that we are ready to go when required.

The first thing that is important to do is to furnish Central Purchasing with your immediate requirements for CELLF. The next thing we must do is to establish an appropriate manufacturing formulation for each of your plants who are currently not manufacturing MK-4. Experience to date has taught us that this is a highly individual thing and requires at a minimum several test batches. With the objective of speeding this up, I urge that you arrange to have five (5) bags of CELLF taken from the closest available plant and sent to each of your plants who will have to do the test batching. If you will keep me informed of when each plant is ready to do the work, Janice Sawyer will furnish a recommended set of starting point formulations to be tested. All this can be done in the future. The important thing is to get the cellu-floc moving immediately.

R. C. Ericson

RCE:dlc

Ralph,
This may affect pricing in event existing jobs get switched.
Ray

ZONOLITE DIVISION

Mono-Kote Meeting---Washington, D. C.

Dick--the attached brochure covers the entire meeting---The meeting was conducted by Tom Egan--no one else from Cambridge was present--Tom went through the entire book with those present--Some of the hi-lites are as follows---and they too--are covered in the book--

MK-4 (the new product)--is an interim product at present
We are to keep MK-3 alive as long as possible
We have no 3 hour floors definite with MK-4 at present
There is to be no ordering of MK-4 material withour Egan or R. Wright approval.
We seem to be in pretty good shape with the new product on beams and columns, however--we have to ~~xx~~ prove bond & heat transmission factors with UL as yet--some tests are in the mill on MK-4 now--

Some of the ~~xxxxx~~ sheets in this brochure are confidential and are to be removed--by request of Bruce Williams--I will go over these sheets with you.

The Co. hopes to have the new product---with all the test approved, etc--by early spring and available everywhere--more on this later.

Dick--to sum it up--it is a Regional decision--as I told Tom---if a region is having problems due to asbestos--we are to contact Tom in regards to the job, ratings, etc. & see what we can do with MK-4--if we are not having trouble with our old MK-3--then keep it alive until such time as the new product is fully available and MK-3 is phased out.

I will cover other details with you when we can discuss them together.

The prices on MK-4 are in the book--which show a 15 cent higher price than our MK-3.

Rob