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DATE: January 19, 1970

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DOCUMENT DESCRIPTION: 1970 memo to LP Hollis from TF Egan regarding Mono-Kote

ZONOLITE
CONSTRUCTION PRODUCTS DIVISION

TO L. P. Hollis, Jr.
Zono/High Point

DATE January 19, 1970

FROM T. F. Egan

SUBJECT Mono-Kote

CC:
C. R. Babb
J. N. Beveridge

JAN 22 1970

Dear Pete:

Here we are in a new decade and 1969 is in the records. I want to let you know that I appreciate the effort of you and your fine team on the behalf of Mono-Kote.

Also, I want to keep you abreast of what we're doing here and some of our plans.

(1) I guess No. 1 is our efforts to reformulate and provide an asbestos-free product. In fact, we're shooting for no fiber at all. Also, while we are doing this we're looking to improving the binder, within and out of the gypsum area. We are testing many formulations as fast as we can at U. L., Inc. to allow testing or study on the new product to give us equivalency as soon as possible.

(2) We're investigating bulk loading and new mixing equipment.

(3) There will be a new fireproofing manual and slide presentation available for March. It's long overdue, but I'm sure it will be worthwhile.

Also, it is very clear that we must get price increases and watch closely our gross margin. The standards have gone up quite a bit and special attention must be given to pricing major projects. Any that have been delayed, should be re-examined and elevated prices submitted to the bidders if at all possible.

PLAINTIFF'S EXHIBIT 224
ALL-STATE LEGAL SUPPLY CO.

GRACE

Pete, I'm here to assist you and your people in many ways. However, without your help it's a waste. I appreciate the past and look optomistically to the Eastern Region in the future.

Yours truly,

Thomas F. Egan

TFE/jac