



H. K. PORTER COMPANY, INC.

THERMOID DIVISION

DATE - January 23, 1970

TO E. C. Bratt LOCATION Charlotte Works

FROM K. W. Sulser AT Pittsburgh, Penna.

SUBJECT Preparation RD-1's

As you are aware, at our St. Louis Group Management Meeting we devoted considerable time to development projects. One of our major development projects, on which various programs are under way, is in our program with the Naval Ship Engineering Center in developing specifications and test procedures for our less dusting asbestos products.

As a follow-up of our discussions, you are to immediately implement an RD and RD-1 covering this project which will include working with the Navy to change specifications for our improved material, developing a simple test which can be used by other competitors as well as ourselves in the specifications.

Further, the RD should include mechanism for evaluating dusting conditions during installation as well as assimilation rip-off and reinstallation conditions, assimilating as would be done on a ship. Since we are only concerned with secondary lagging material, we should also concern ourselves with ways in which we can help the primary lagging materials used to pass the Navy specifications test. Since Frank Williams has the direct communication line with the Navy, he will coordinate the evaluation of this RD with the Navy and, therefore, will become a participant in this responsibility.

Although you had already left the meeting to return home, when we had the re-discussion of RD's with the Sales organization, it was obvious that we have been falling short of their continued requests for development of a light weight competitive asbestos product. The manner which we have been working on it apparently has not been clear cut as to it being an RD or engineering assignment and in either case, has not been carried as a project to develop this light weight material. I believe it has been covered more or less in conjunction with a drafting project - 03-005.

Therefore, let us reissue a new RD to cover this specific project and will include the evaluation and economics of what it takes to develop a material that will put us in a competitive position as to product and profit without jeopardizing or sacrificing any of our current equipment producing profitable heavier weight products. It is extremely important that preparation of these RD's be thorough with immediate and positive, yet realistic, timetables for accomplishment.

I may be wrong, but I believe this latter project falls in the area of Larry Moody's Development Engineering Section. At best, it would probably take us a year to have this product on the market and to accomplish this goal we must move fast with no stones unturned. When can we have the RD outlines?

KWS:ms

K. W. Sulser



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