FILE NAME: Pfizer (PFIZ)

DATE: 1971 June 11

DOC#: PFIZ015

DOCUMENT DESCRIPTION: Memo RE Formula Modification

DATE: June 11, 1971

TO: Mark Hoffman

cc: Don Ingram
R. W. Linnett
H. Rourke

FROM: W. M. Stephenson

RE: KILNOISE FORMULA MODIFICATION

Attached are copies of page 3 and 4 of Harry Rourke's May Sales Report in which he points out a potential health hazard due to the use of asbestos fibers in Kilnoise plaster. Harry suggests Research to develop an adequate product with other materials than asbestos fibers.

Do we have in the Research Center personnel who are capable of doing this work and the necessary equipment to accomplish it? If not at Easton, where would you suggest that this work might be done? Do you have any ideas to contribute?

Can you reasonably estimate the potential cost of reformulating Kilnoise to eliminate asbestos while maintaining satisfactory acoustical properties?

Thanks for your comments. Please copy Don Ingram and Harry Rourke on your answer. Thank you.

W. M. Stephenson

WMS:nr
Attach.

EXHIBIT
Rourke 45
6/24/94 SR

SAMPLE 15808

526 04136

SANTEE CEMENT

The two cars of AiRO/Jiffi-Soak that Santee purchased last month are beginning to move out of their two distribution points - Holly Hill and Winston Salem. I talked to Larry Miller and he said it is moving a little slower than what they had thought it would. It is picking up, particularly out of Holly Hill, and they expect to place another order very shortly. At this time, they have not fully evaluated the whole program and are still in the process of developing new information in regard to competitive pricing, etcetera. Tests are under way in their lab with their conventional mortar mix with AiRO as an additive to enhance the board life (which is Type "N"). We will stay active with this account to see that this lime program will be successful.

DONALCO

Bob Plantz and I visited the tunnel job in Toronto and also participated in the Seminar that Donalco had for their distributors this period. This job is by far the largest Kilnoise job that I have known in the last twelve years, and could possibly take as much as 100,000 bags of Kilnoise. The Donalco Seminar was for the benefit of their associates, who are contractors throughout Canada. Donalco is the prime distributor for fire proofing materials and, in our case, Kilnoise. This could open a real good outlet for Kilnoise. During this period, we completed a panel of Kilnoise with approximately 5/8" nominal thickness, well perforated and well brushed. It is expected that this will be tested within the next ten days and, hopefully, we will get a .50 NRC. If so, we shall be home free on the tunnel job. Our panel that we tested the first part of May failed in reaching a .50 NRC, and we feel that the principal reason for this is that it had a .41" nominal thickness.

NASSAU

During this period, I attended the Directors and Technical Committee Meetings of the iaWCC. Copies of the follow-up and contacts have been sent to you under separate cover.

ASBESTOS

In the last two years, asbestos fibers have come forward as a real health hazard and have been under severe attack by the Environmental Movement. As you know, Kilnoise carries asbestos fibers and it would be my strong suggestion that we have a research project as to what we could do to supplement asbestos fibers in Kilnoise, possibly with vermiculite or perlite, which would, hopefully, eliminate the health hazard associated with asbestos, and try to develop a product that would reach maximum acoustical value without the need for perforations. At the Seminar at Donalco, they had an engineer with the Environmental Department and a physician well versed with the problems of asbestosis. Their presentation was accompanied with

SAMPLE 15809

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SBESTOS (Continued)

ides and statistical information, which is very convincing. May I suggest that e look into this problem as early as possible.

oger, along with reviewing modification of Kilnoise to comply with the health zards of asbestosis, I would like at this time to suggest that we strongly con-der other research projects with regard to AIRO Lime formulated with Portland ement for Type "S" Mortar, so that we could, hopefully, sell cement companies the ides of blending our lime with their cement. In order to do this, we would ed some tech data on product performance, which at the present time we do not ve. Along with that, we could also do a similar type development on Type "N" lortar, which they are presently calling Masonry Cement. I feel that Type "S" lasticized Lime would complement this product as well. In other words, we ould be developing information to be presented to other cement companies similar the program that Santee has under way.

TTACHMENTS

Copy of John Felker report on Customer Service Shipping Department. Please te the increase in late shipments and reason..

Schedule of percent of total for seasonalized budget as reviewed by New York, d in the adjacent column is the schedule as I use it, based on historical shipments r Hydrate.

A graph pointing out the shipments for the last two years and year to date this ar. Please note the variance in May as to actual (4,498 tons) and the carry over 940 tons. The solid line indicates the budget for 1971 under normal shipping riods, based on historical seasonalized percentages. The basis of this graph one taken from the Sales Presentation of May 13, 1971.

Harry E. Rourke

ER:jj

SAMPLE 15810

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