SHEET 2 64 24M K O 131

MEMORANDUM

cc B.M.Hutchins-BE
cc S.H.Sallie-BBH

In Reply to _____ *Date* 7/10/64 *From* A.R.Weed-BB *To* P.C.Johnson-BBC

Subject CLASS "A" SHINGLE

As a result of the tests carried on at the U/L, 6/30 and 7/1, the samples tested, as produced at the FK plant, met the requirements, and, therefore, in due course, perhaps in the next couple of weeks, we will expect to get the official notification that will enable us to go into production on this type shingle, to carry the Underwriters' Class "A" label.

I have made this situation known to Mr. Hutchins in order that we may set in motion a procedure to get the FK plant equipped to produce the Class "A" shingle by the same method we used in making the test samples, only on a production basis.

This will undoubtedly take some time to accomplish, so we shall not be able to make the Class "A" shingle on any production operation for some time. We might be able to make a certain quantity of material as we made the test product, but that would be a rather limited production at a time, as I understand it.

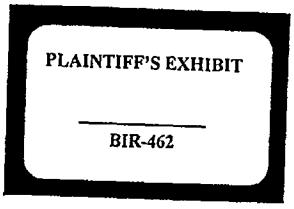
We also must determine precisely what product line we want to make. Since the tests were made on the World's Fair type formula; namely, no cut-outs, coarse granules, with the thick butt all over, and intermescent granules, we should have to have a shingle of the same formula as our product to bear the Class "A" label.

An important aspect of this whole matter will be a sales forecast of the quantity of these shingles we shall expect to be able to sell, from FK production, in the course of the next 12 months after we are able to produce.

The present estimates of machine changes and equipment required for production operation on this Class "A" method is $75,000. Obviously, we must develop a request for this appropriation, and we will need to substantiate the wisdom and payoff of this investment.

Will Mr. Johnson please give us a recommendation on this score as soon as possible, so that we can prepare a recommendation for the money to the Executive Committee at their next meeting, which I believe is 7/24 or 27. The write-up should be in the hands of Mr. Jenkins probably no later than July 17.

ARW:R



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