

cc: Updegrove, Svaboda, Jokela, Schaar, Eureka, Miklovic, Krizansky,
Kolling, Scheel, Billing Dept., file

January 9, 1976

Ford Motor Company
Ford Motor Credit
FMCC Building
The American Road
Dearborn, Michigan 48121

ATT: Mr. Don Shaw
Senior Buyer

RE: Asbestos Vacuum for Brake/Clutch Service

Dear Mr. Shaw:

On October 15, 1975, we submitted a letter quotation to Mr. Heise regarding this new product that we were submitting to the Ford Motor Company for approval and inclusion in their Rotunda Program.

The idea was first consummated with Mr. Rice in 1971. Since that time, there have been many different innovations included and many changes in the Federal regulations by O.S.H.A. concerning the handling of asbestos fibers.

Tempo's model AB-7515 Brake/Clutch Service Vacuum is designed for the removal of asbestos fiber dust when the auto mechanics perform service on brake and clutch systems. Tests of the prototype unit by the Ford Hygienic Lab and the University of Cincinnati Medical Center concurred that this particular unit complies with O.S.H.A. regulations concerning the removal of asbestos fiber dust which can cause serious bodily injury.

In late December, 1975, we submitted our first production model for testing and evaluation to the George D. Clayton & Associates Company, Environmental Control Specialists in Southfield, Michigan. Three separate tests were run on the filter system with air samplings taken and examined with the conclusion that the airborne concentrations of asbestos fibrous dust was well below the present O.S.H.A. ceiling concentration and, in fact, are below the proposed more stringent regulations that are to become effective in July, 1976.

A copy of the entire evaluation and certification report is attached for your review.

Mr. Heise has informed me that he does not personally handle this type of equipment so, therefore, we are forwarding this new quotation to your attention in order that it might be directed to the proper buyer.

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In order to comply with the stringent O.S.H.A. regulations and also to certify that Tempo's unit does comply, we will be conducting a continuous program of on-going tests on the entire filter system. Due to the variance in the number of brake and clutch jobs that any particular service facility may perform, we have stipulated on our unit and in our instruction manuals that the three separate filters be replaced on a monthly basis to comply with government standards. We will have a Filter Replacement Card attached to the machine with the months indicated for filter changes and a space for the service man to initial and date. This will insure that the facility in which the unit is placed is following the O.S.H.A. procedures for the safe removal of asbestos dust from the premises.

Each unit will be shipped with a complete filter system installed along with a master carton of four replacement filter sets that will give the user a total of 5 months of service.

When we originally quoted this equipment to Mr. Heise on October 15th, we were estimating the cost of the various testing that was required for the certification of the unit. Now that we have received the actual certification along with final on-going test cost, we are electing to re-quote the new unit at a lower cost. The new pricing for this equipment is as follows:

Model AB-7515	Brake/Clutch Service Vacuum Complete with 10 ft. hose, adapter, brush and crevice nozzle	= \$279.00
FK-7515	Filter Kits (4 Kits in a master carton) Includes: Filter collector bag, cartridge filter, cartridge filter wrapper, NIOSH approved disposable respirator and O.S.H.A. approved printed plastic disposal bag and tie.	= 50.00 (@ \$12.50 per single kit)
	Freight on the above complete unit and filter kits	= 16.00
	<u>Total net cost delivered to dealer</u>	<u>\$345.00</u>

*change
4 months*

We request at this time consideration be given this new product and that it be considered for inclusion in the Rotunda Products Catalog for the coming year. I am attaching a copy of the NIOSH Report that gives the recommended procedures for asbestos brake and clutch servicing. In this report they specifically state that a vacuum cleaner equipped with a high efficiency filter system such as the one in Tempo's unit be used to comply with the O.S.H.A. standards. As

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we understand it in our discussions in the market place, a great number of dealers have already been cited for non-compliance with the O.S.H.A. regulations. This can result in fines of up to \$10,000 plus the stoppage of all brake work within a dealership. In view of these facts, we would appreciate your review of this product at your earliest convenience.

The above pricing is applicable to all dealers in the Continental United States boundaries. The freight factor would have to be a separate consideration for any outlet outside of these boundaries.

For your information, an agreement has been reached between Tempo Products Company, A Division of Alco Standard Corporation, and Mr. Jack Doyle, Jr., The President of Doyle Vacuum Cleaner Company, who is the original developer and holder of all proprietary rights concerning this unique asbestos filtering-vacuum system. Under this agreement, Mr. Jack Doyle has assigned all ensuing rights to Tempo and Tempo, in turn, has filed for patents on all aspects of this unique asbestos-vacuum filter system.

Thank you very much for your consideration of this product and we look forward to hearing from you in the very near future with, hopefully, a blanket purchase order for this new equipment.

Yours sincerely,
TEMPO PRODUCTS COMPANY

A. Ken Kubick
Vice President

AKK:sb

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