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GRACE

Construction Products Division

TO: R. J. Bettacchi
R. A. Merther

DATE: July 27, 1983

FROM: R. T. Frohlich

SUBJECT: Cafco's Use of Mt. Sinai
Letter No. 1

cc: S. H. Ahern
J. Cintani/CPD No. Brunswick
W. K. Rogers/CPD No. Brunswick
O. M. Favorito
R. C. Walsh

Jim Cintani called today to relay to us the information that U. S. Mineral Products Co. (Cafco) is circulating copies of the June 22, 1983, Dr. Rohl letter to Goldfarb that reports Mt. Sinai's "findings" of an estimated 1% of asbestiform tremolite in MK-5. Jim reports that the Mt. Sinai letter (in conjunction with the older Exposure article) is being distributed widely to all Cafco fireproofing customers and has surfaced, so far, in the Boston and Virginia area.

Cafco's strategy appears to be an intent to provide their friendly contractor group with the ability (and letter) to raise the MK/Tremolite issue with each local specifier on each and every fireproofing job. Unanswered, this second party partial information and innuendo approach will undoubtedly spread confusion and doubt toward both Monokote and GRACE's credibility and will cause a goodly number of questions to be asked of our sales group.

At a minimum, Jim and I recommend that CPD prepare a communications package that would be made available to our sales people and all Monokote applicators that provides all of the facts in the Scientific Coatings matter--including our position and belief that, based on the most recent accurate lab analyses of the product, Monokote is asbestos-free.

I believe that we should move quickly to develop our response to this competitive action.

Robert T. Frohlich

RTF/ko'

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