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FIBERGLAS



OWENS-CORNING FIBERGLAS CORPORATION FIBERGLAS TOWER, TOLEDO, OHIO 43659, (419) 259-3000

TO: Power & Process Representatives
Power & Process Regional Managers
MPD Salesmen
MPD Branch Managers

FROM: D. C. Glosser-Toledo
DATE: August 1, 1972
BULLETIN NO. 61-158
FILE: Sales
CC: Mailing List #9

SUBJECT: ASBESTOS FREE KAYLO-10

Our development effort to produce Asbestos Free Kaylo has been successful and we are now ready to Test Market our Asbestos Free K-10.

Product Characteristics

Thermal properties are similar to those of our current K-10 product. The principle difference is that no asbestos has been used as a reinforcement in the product. Until total production has been converted to the asbestos free formulation, a slight amount of asbestos will be present. Specific product properties have been established in an interim CAS and are available from Marketing upon request. Recent quality audit results of the Kaylo 10AF product indicated that this new product is equal to or better than the standard Kaylo 10 material in shipping and handling characteristics.



Specifications

Testing for qualification of K 10AF to Federal Specs is nearing completion and you will be notified by teletype on approximately 8/9/72 of our specific specification compliance with K 10AF product.

Test Marketing

Test Marketing jobs have been selected and are being coordinated by the Division with the Power & Process Representatives and Branch Managers who have customer responsibility so that the necessary field inspection can be completed promptly.

In addition, commencing 8/7/72, Kaylo 10AF may be mixed with standard K-10 pipe and block for all customer orders based on availability. We will, when the Kaylo 10AF product has been included in a shipment, advise the customer that the shipment contains such material by attaching a notice to the invoice. A copy of the notice is attached. Orders can not be placed for K 10AF at this time.

01 001 0738

K 10AF Identification

Cartons containing the asbestos free K-10 will be stenciled with " K 10AF ".

K-17 Core and K-20 Pipe and Block

Production of these products will be discontinued on 10/15/72. We will continue our development effort to obtain a satisfactory batch formulation which will enable us to produce an asbestos free K-17 and K-20 with similar physical properties to those of our current asbestos containing batch. We suggest however, that you immediately advise all customers of the discontinuation of these products, so that they will have time to place orders to carry them through the time period required to locate substitute products.

Total K 10AF Conversion

We plan to convert total K-10 production to the new asbestos free formulation on 12/1/72 or before. Until mixing inventories at the plant are depleted, we will continue to mix shipments of standard K-10 and asbestos free K-10. We will advise you when our asbestos containing inventory has been depleted so that we can accept orders for Asbestos Free K-10 only.

01 001 0739

Pricing

During the period of test marketing the price of Kaylo 10 Asbestos Free will be the same as Kaylo 10. We will announce future Kaylo 10 Asbestos Free pricing upon completion of test marketing and conversion of production to the new Asbestos Free K-10.

Branch and P&P Action

Read and re-read this bulletin.

Call on your Kaylo Distributor/Contractor to announce these product changes.

Use attached customer letter to confirm your call.

Call on your K-17 and K-20 customers to advise them of the discontinuation of these products on 10/15/72. Assist them in preparing orders to carry them through the time period required to obtain substitute materials.

D. C. Glosser

01 001 0740

SAMPLE CUSTOMER LETTER

Dear _____

We are pleased to announce a major breakthrough in our Kaylo product line--the development of an "Asbestos-Free" K-10.

The major points we discussed are:

1. Starting on 8/7/72, we will be mixing standard K-10 and the new K-10 asbestos-free in many of our shipments. You will be notified when we have shipped the new asbestos-free K-10 on your order by a letter being attached to your invoice. (Copy attached)

2. Asbestos-free K-10 will be identified on the carton by the sentence "K 10AF".

3. Effective 10/15/72, by separate letter, K-20 pipe and block will be discontinued. Development of asbestos-free K-20 is continuing.

4. We plan to convert our total production to the Asbestos-free K-10 on 12/1/72 or before. Due to mixing inventories of asbestos containing K-10 in plant inventory, it will be necessary for us to make mixed shipments of K-10 and K 10 asbestos-free. You will be advised as soon as we are in a position to accept and ship Asbestos-free K-10 only.

5. Until our total production has been converted to K-10 Asbestos-free products, slight traces of asbestos may be present in shipments of K 10AF you receive.

6. During test marketing shipments, K 10AF pricing will be the same as standard K-10. We will announce future Kaylo 10 Asbestos-free pricing upon Completion of Test Marketing and production conversion to the new Asbestos-Free Kaylo 10.

Your cooperation and comments during this transition period will be greatly appreciated. Should you have any questions, please contact me.

OCF Salesman

N O T I C E

Included in the shipment covered by the attached invoice is a quantity of the new Kaylo 10 Asbestos-Free product, which has been produced without employing asbestos as a reinforcement material. Its properties are of the same order as the standard K-10. If you have any comments relative to the material, please advise the local OCF sales representative immediately.

You are aware of the need for a calcium silicate product which does not use asbestos for reinforcement, yet which retains the same beneficial properties which have been provided by Kaylo-10 pipe and block insulation. The Kaylo 10AF material, we believe, fits this need.

In order to initiate a change over to the new product, it is necessary, for a period of time, that we inter-mix Kaylo-10 and Kaylo 10AF on many shipments. We will keep you advised of mixed shipments by means of this memo being attached to invoices where intermixing has occurred. Your cooperation and comments will be greatly appreciated.