

CONSTRUCTION PRODUCTS DIVISION

INTER-OFFICE CORRESPONDENCE



TO: K. Harrison, Cambridge

DATE: November 23, 1970

FROM: C. Wendel, Los Angeles

SUBJECT: Mono-Kote Research

CC:

Thanks for sending me the outline for Mono-Kote Research.

It looks to me that it is very thorough and well organized.

I would like to stress that although cost is mentioned, I do not think it is emphasized enough. It should be high on the priority list.

We have just run out another batch of MK 4 and find that the cost per bag at the plant for MK 4 is 23¢ per bag more than MK 3. This increase would make it very difficult to substitute MK 4 for MK 3 and expect our customers who have large contracts to swallow the difference.

The main increase in cost is due to the price of the fiber and I am wondering if everything possible is being done by our purchasing department to get a lower price on this item. At one point, the cellulosic fiber was more or less a by-product for the wood people. They are certainly not pricing the product on that basis.

We are very pleased with the working qualities of MK 4 and if it were not for the increased cost we would swing over to it as soon as possible.

I am returning the white paper to you as requested.

Cull. -

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EXHIBIT

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ya 9/22/56

PACIFIC REGION

GRACE

From the desk of
H. A. BROWN

(9)

To:
R. C. Ericson

12/3/70

How could they end up
with a 23¢/bag increase with MK-4?
This doesn't check with what you
have been finding. Does it?

HAB/cgr
Attachment

From the desk of
H. A. BROWN

SEP. 17 1970

To:

9/15/70

Randy Berman

Do you know anything
about this?