FILE NAME: Quigley (QUIG)

DATE: 1971 Mar 25

DOC#: QUIG010

DOCUMENT DESCRIPTION: Memo – Sprayed Insulating Material

INTER-OFFICE CORRESPONDENCE

COPY TO: (w/Encls.)
Mr. L. J. Dreyling
Mr. W. Herberger
Mr. D. R. Thacker

Pfizer QUIGLEY COMPANY INC.
SUBSIDIARY of PFIZER INC.
235 EAST 42nd STREET • NEW YORK, NEW YORK 10017 U.S.A.

TO Mr. R. Galloway March 25, 1971

FROM J. J. Marino

SUBJECT Sprayed Insulating Material

As we discussed, I am attaching a copy of the ASTM E-119-69 method for "Fire Tests of Building Construction and Materials". This is the test we must meet if we are going to successfully enter into the spraying of building steel market.

I am also attaching for your information a copy of proposed legislation in New York to prohibit asbestos or asbestos bearing spray coating. As you realize, the implication of the proposed legislation could rule out the spraying of panelag and insulag which we are just getting off the ground.

Although this proposed legislation could halt our spraying of asbestos based materials it could also be a blessing in disguise, for if we are stopped in spraying on materials, all other manufacturers will also be stopped. This more or less will put us on the same footing as our competitors. In essence instead of attempting to penetrate a market which could possibly be served up by a few manufacturers we will be entiring into a situation whereby we enter into a huge market the same time as our competitors.

For these reasons, if we are going to show growth in sales of our insulating products we must have a relatively inexpensive, light weight material without asbestos which we can gun continuously that meets the ASTM E-119-69 test. If we are fortunate enough to develop this material then it, or a derivation of it, should also be available for gunning turbines, boilers, ductwork, and general run of the mill insulating efforts.

You agreed to discuss the above request with the lab and for us to tentatively get together the week of April 11 to review the situation. In the meantime if I can be of any assistance please let me know.

J. J. Marino

Encls.
JJM/sb

FORM 3301-15 6-70