A. J. Eades
G. R. Buchanan
Don Roush - DROUS F Bldg.
CHICAGO - A. R. Hempel
CHICAGO - Dave Hosmer
NEW YORK - H. Gilbert

August 27, 1965

Mr. Pete D. Henlae
Lever Brothers Company
1200 Calumet Avenue
Hammond, Indiana

Dear Pete:

The fluid removed from the system to make room for the new charge is in satisfactory condition to be used as make up for your system. The only difficulty would be the high viscosity of the used material, due to the polymers dissolved in it.

Assuming your difficulties are over, and the new charge of fluid will last for years, the used fluid may sit around for some time until its use becomes a reality. The viscosity is low enough that if the fluid were in your system, we would tell you to continue to use it. However, it is high enough (since it's out of your system and since there may be a storage problem) that it is probably a good idea to have it reclaimed to "as new" specifications.

At any rate, why don't you let Findett have a look at a one-quart sample. They will perform a bench distallation to determine the yield of good material and quote you a price. Based on this quotation (and other factors) you should take a close look at the economics and make your decision from that.

DSW 435103

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Do not hesitate to call on Dave Hosmer for any help you need. I know he will be glad to be of service.

Look forward to seeing you again and I hope it will be in the near future.

Best regards.

Cordially,

S. Shaw
Market Specialist
Functional Fluids

jf

cc: Milt Tegethoff
Findett Service Co.
R. R. #1, P. O. Box 13-C
St. Charles, Missouri 63301

DSW 435104