

Rostone Corporation

ROSITE® MOLDED PRODUCTS

P. O. Box 1497 • 2450 Sagamore Parkway South, Lafayette, Indiana 47902 • Telephone 317 / 474-2421

September 15, 1978

Mr. K. M. Jones, P.A.
Cutler Hammer, Inc.
P. O. Box 1158
Bowling Green, KY 42101

SUBJ: ROSITE Cold Molded Products

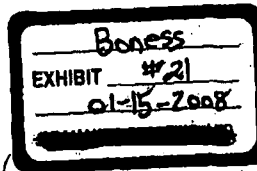
Our latest communication regarding ROSITE cold molded products dated June 29, 1978, advised that we would manufacture these products until July 1, 1981 subject to current federal regulations for asbestos. The continuation of the manufacturing of this product line, is being done in order to assure that you, our customer, can maintain your product lines while suitable substitutes for the ROSITE cold molded materials are developed.

This letter is to serve a dual purpose. First, it is to advise you of a price adjustment for these ROSITE products and, second, to update you regarding our efforts to find a cold mold replacement.

Effective November 1, 1978, all cold molded products will be increased 7%. All purchase orders with releases on or after this date will be affected. Releases requested prior to this date will be shipped at present price levels assuming proper lead times were given. This increase is necessary in order to minimize the effects of increasing costs of raw material, labor, power and other cost of manufacturing. New price sheets will follow.

Rostone has made significant progress in developing a hot molded material to replace our arc quenching 2150 cold molded materials. If you presently use the 2150 materials, you will be advised as to our progress, and appropriate programs will be undertaken for material substitution where possible.

Although Rostone is planning to continue our cold molded manufacturing until 1981, we could be forced to discontinue this effort at any time, should the government so decree. For your information, NIOSH (National Institute for Occupational Safety and Health) has released to OSHA a Revised Recommended Asbestos Standard a few months ago recommending a standard of 0.1 fibers/cc (lowest detectable level). This level cannot be practically obtained in any open process manufacturing operation. Therefore, it remains very urgent that you continue to work with us to



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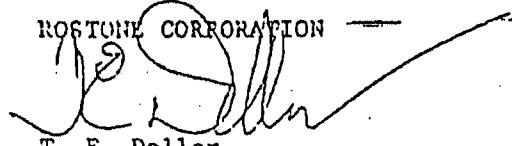
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substitute materials, redesign your parts and build your levels of inventories in order to assure supply of necessary parts for your product lines. Rostone cannot be responsible for assuming that these products will remain available to you, if you don't take proper precautionary measures.

Thank you very much for your continued interest and should you have any questions, please advise.

Very truly yours,

ROSTONE CORPORATION

A handwritten signature in dark ink, appearing to read 'T. E. Deller', is written over the company name and extends with a long, sweeping line to the right.

T. E. Deller
Vice President Sales

TED/gw

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