

FILE NAME: Pfizer (PFIZ)

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RECEIVED. It is not clear that this notice, it is due to the quality of the document being filmed

April 7, 1972

TO: W. M. Stephenson
FROM: ~~D. G. Brant~~
SUBJECT: Kilnoise Acoustical Plaster
CC: H. R. Bailey, Jr.
R. W. Linnett
H. E. Rourke

The problem of the deficiencies of Kilnoise as it pertains to the Toronto subway job is well known. The Noise Reduction Coefficient (NRC value) does not meet the minimum specified on that job and it contains asbestos which is an undesirable feature. The Sales Department brought these matters to our attention in July of last year. Since then, there have been a few abortive attempts to solve the problem, but so far no new product formulation has been successful.

The time has come for us to face the facts in this case. We do not have a product which will comply with the sound absorbency specifications required for current and proposed tunnel lining jobs. We do not have an asbestos-free Kilnoise product.

I recommend that we immediately cease promoting or attempting to sell Kilnoise for applications where it will not comply with customer requirements.

If this recommendation is accepted, it will probably eliminate all chances of us securing the balance of the Toronto order and will reduce hopes of future sales to the proposed Washington, D.C. and London subway jobs, but it is the only logical conclusion that I can make at this time. Until I see firm evidence that a new product is available that will fully comply with job requirements, I will stick to this recommendation.

I am supporting and assisting the Research Department in current efforts to determine the constituents and formulation of Cafco Sound Shield-85; but the more we delve into this situation, the more I think we should handle the development of a new acoustical material in accordance with the New Product Development Procedure policy. This policy was dated September 21, 1971. The procedure is involved and time consuming, but its use in this case would give us assurance that we are moving in the right direction.

D. G. Brant BRANT
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