

Message

From: Evans, Paul [/o=SGMAIL/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=Evans, Paul2c3]
on behalf of Evans, Paul [/o=sgmail/ou=exchange administrative group (fydibohf23spdlT)/cn=recipients/cn=evans, paul2c3]
Sent: 27/10/2014 18:45:25
To: Reid, Paul [preid@celotex.co.uk]; Berger, Debbie [dberger@celotex.co.uk]
Subject: RE: Knauf & Celotex - New Products

Agreed. This detail is included in the 12 page summary we issue to customers today so once NDA has been approved and signed we can then look to send this on.

Paul Evans

Head of Marketing

PEvans@celotex.co.uk

Ext: [REDACTED]

Mob: [REDACTED]

Celotex
Insulation Specialists



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From: Reid, Paul
Sent: 27 October 2014 16:36
To: Berger, Debbie
Cc: Evans, Paul
Subject: RE: Knauf & Celotex - New Products

Thanks Debbie,

We will be waiting until the NDA is signed before we divulge this level of detail. Good to have it in advance though.

P.

Paul Reid

Sales Director

PREid@celotex.co.uk

Ext: [REDACTED]

Mob: [REDACTED]

Celotex. Reaching new heights



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From: Berger, Debbie
Sent: 27 October 2014 09:35
To: Reid, Paul
Subject: FW: Knauf & Celotex - New Products

Hi Paul

I left a message on your voice mail this morning but ran out of time to leave you my mobile number. It's the same as Jon Ropers was.

Save you ringing switch and going through the system I thought.

In light of Knauf's intention to test RS in their system to BS8414 part 2, I emailed Paul E some of the design considerations we used which contributed to the pass. He thought I should let you know.

They're outlined below and if you need to discuss then please give me a call.

Kind regards

Debbie Berger

Product Manager

dberger@celotex.co.uk

Ext:

Mob:

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From: Berger, Debbie
Sent: 25 October 2014 11:13

To: Evans, Paul

Subject: RE: Knauf & Celotex - New Products

I understand Paul's question now.

There are other details which I've not fed back to Paul regarding our Pass for RS5000. I wasn't sure how much detail to go into but design considerations included orientation of the board, the base board below the cladding that separates the fire chamber from the structure and also the thickness of the A2 cladding, we used a 12mm board.

The idea behind these little design tweaks was to delay the fire entering the cavity and contacting RS5000 for as long as possible. Its thought the design contributed to the flames taking 20mins of the 30 min test to enter the cavity and contact Celotex thus minimising fire propagation.

Again your guidance on how much detail we go into is much appreciated.

Kind regards

Debbie Berger

Product Manager

dberger@celotex.co.uk

Ext:

Mob:

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From: Evans, Paul

Sent: 24 October 2014 16:23

To: Berger, Debbie

Cc: Reid, Paul; Roper, Jon

Subject: Re: Knauf & Celotex - New Products

Debbie,

Thanks for coming back quickly on this. My understanding is that Knauf will perform their own BS8414 test to include RS5000 but it was useful to get sight of their planned system so we can provide guidance on how this compares to how we tested.

Have a good weekend.

Thanks

Paul

Sent from my iPhone

On 24 Oct 2014, at 14:54, "Berger, Debbie" <dberger@celotex.co.uk> wrote:

Hi Paul,

To confirm the drawing attached is not too different from the system we tested. Points to discuss would be

- The Fire rating of the external cladding tested with RS5000 was Euroclass A2. Although we haven't tested to a masonry outer it's a non-combustible material so would perform better than A2 rating.
- We used a Magnesium Oxide board sheathing the steel frame. I would expect the performance of the Knauf board to be the same.
- We didn't show insulation between the steel frame when testing RS5000.

The other thing to mention is the density of the fire barriers used. These would need to be the same as tested.

These are my initial observations if you like. The harder question of whether this is suitable to be used above 18m would need to be discussed further perhaps with Paul Evans.

A consideration may include a need to seek advice from an independent fire engineer or even the original testing body BRE.

Hope this helps

Kind regards

Debbie Berger

Product Manager

dberger@celotex.co.uk

Ext:

Mob:

[<image004.jpg>](#)

From: Reid, Paul

Sent: 24 October 2014 09:03

To: Berger, Debbie

Cc: Evans, Paul

Subject: FW: Knauf & Celotex - New Products

Debbie,

Paul has asked me to send you this attachment in his absence. It is a proposed wall build up that Knauf have been working on.

The challenge is to assess what potential this system has of passing the same above 18mtr test we have passed?

Can you have a look and make an assessment please? May be worth getting Jon Roper involved also?

Regards

P.

Paul Reid

Sales Director

PREid@celotex.co.uk

Ext: [REDACTED]

Mob: [REDACTED]

[<image001.jpg>](#)

From: Spencer Maynard [<mailto:SMaynard@knauf.co.uk>]

Sent: 25 September 2014 11:59

To: Reid, Paul; Roome, Jonathan

Cc: Anthony Mulligan

Subject: Knauf & Celotex - New Products

Hi Paul/Jonathan,

Thanks for your time yesterday. Anthony and I had a fair bit of washing up to do to pay for the sandwich bill. Looking forward to your treat next time! I hear the afternoon tea at Claridge's is nice...

In terms of notes and actions from yesterday;

- Celotex to provide indicative prices on FR5000 (in 50, 60, 80 and 100mm thicknesses), RS5000 (in 50, 60, 80 and 100mm thicknesses) and SW3000 (50, 80 and 100mm thicknesses). Pricing to be based on Knauf branding/packaging of the above products – happy to be led by you as the manufacturing partner as to how this is organised operationally etc. Action: PR
- The route to market will be a mix of distribution and direct installer (currently this is 80%/20% in favour of the dealer customer).
- Knauf market rate must be competitive (in the same ballpark) with Celotex prices available through distribution.
- Knauf to provide Celotex with basic indication of the system build up that Knauf plan to promote within the market. Action: AM (attached)
- Knauf comfortable with signing an NDA with Celotex to enable technical/R&D data sharing between the two partner companies. PR to confirm if this is necessary in advance of providing Knauf with the BS8414 test data for RS5000. Action: PR
- Knauf to review BS8414 data and firm up a Knauf testing plan in collaboration with Celotex and BRE. Action: AM
- GS5000 and GD5000 laminate products are currently being discussed internally at Knauf. We are in the process of understanding the market need for a PIR upgrade via our housebuilder accounts team. SM to provide feedback shortly. Action: SM

I think this covers the key points, however if I have missed anything, let me know!

Kind Regards

Spencer Maynard

Head of Business Development

[<image002.jpg>](#)

Tel. [REDACTED]

Mob. [REDACTED]

Fax. [REDACTED]

www.knauf.co.uk

<image003.jpg>

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