

Message

From: Warren, Rob [/O=CELOTEX LTD/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=RWARREN]
Sent: 19/10/2011 10:48:43
To: Berger, Debbie [dberger@celotex.co.uk]; Elwell, Tom [telwell@celotex.co.uk]; Gifford, Richard [rgifford@celotex.co.uk]; Hayes, Jamie [jhayes@celotex.co.uk]; Suttle, Jeremy [jsuttle@celotex.co.uk]; Whelan, Sean [swhelan@celotex.co.uk]
CC: Fryer, Adrian [afryer@celotex.co.uk]; Reid, Paul [preid@celotex.co.uk]; O'Sullivan, Neil [nosullivan@celotex.co.uk]; Evans, Paul [pevans@celotex.co.uk]; King, Chris [cking@celotex.co.uk]
Subject: FW: Buildings Above 18m in height
Importance: High

Team,

As you will see from the email below, we would like to gather data on the number of enquiries, both email and via telephone, that we receive for external walls where there is a requirement for insulation above 18m. Currently none of our products have been tested to meet the requirements of BR135 - a successful test would allow their specification, however it is a costly full scale fire test, so hard evidence needs to be gathered before a business case can be considered.

From Monday 24th October through to Monday 21st November inclusive, would you all please make a note of any above 18m enquiries where Celotex cannot be specified. Please complete the attached spreadhseet (hosted on the 'T' drive) to keep track of these enquiries. At the end of the logging period we will review and decide if further work is required in this area.

Thanks for your assistance in this matter.

Regards,

Rob

Rob Warren

Technical Manager

Mobile: [REDACTED]

Extension: [REDACTED]

Email: rwarren@celotex.co.uk



Please consider the environment before printing this e-mail

From: Fryer, Adrian
Sent: 17 October 2011 17:26
To: Warren, Rob
Cc: Reid, Paul; O'Sullivan, Neil
Subject: Buildings Above 18m in height

Hi Rob

I have been asked to pull together a business case for the above and I am trying to locate the approximate square meters that may be involved for potential specification business.

I have asked for marketing assistance with locating some of the information to assist with this through the likes of Authorities and councils. A good starting point would be for us know exactly how many enquiries we receive through technical for the same type of requests.

Would it be possible for a period of one month to make note of the enquires that we receive? we then could try to put some numbers against those in terms of M2.

I totally appreciate that time is of an essence when it come to technical calls and enquires but we would only be able to put a business case forward if we can ascertain the required information from asking the buildings height and square meters involved along with the number of enquires per week on average.

I would be willing to coordinate through the team or whoever you feel could best to liaise with to put some numbers behind this project.

I understand this is outside of the day to to day tasks but any assistance with this would be gratefully appreciated.

Regards

Adrian Fryer

Specification Manager

Mobile: [REDACTED]
Extension: [REDACTED]
Email: afryer@celotex.co.uk



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