TO ALL POWER PRODUCTS AND
INDUSTRIAL DISTRICT MANAGERS
ALL BUILDING MATERIAL MANAGERS

GENERAL HEADQUARTERS
April 7, 1937
SUPERVISORY LETTER #120

AMERICAN TELEPHONE AND TELEGRAPH COMPANY
AND ASSOCIATED COMPANIES
TRANSITE CONDUIT AND TRANSITE KORDUCT

Under date of March 17th, the Assistant Chief Engineer of the American Telephone and Telegraph Company forwarded the approval of Transite Conduit and Transite Korduct to all chief engineers of Associated Companies. This approval went out with P.E.L. (Plant Engineering Letter) #2693, and P.E.M. (Plant Engineering Memorandum) #913.

A number of copies of this letter and memoranda were sent to the Chief Engineers of Associated Companies with copies of our Conduit brochure. This is the same list of Chief Engineers sent you by Mr. T. K. Mial, under date of August 20th, 1936. It is a common practice with these Chief Engineers to review such data and then forward it to Division and District Engineers and to Outside Plant Engineers in the Associated Companies. A list of the Outside Plant Engineers of Associated Companies are attached hereto.

Most of these Associated Companies are broken down into divisions and districts and in each division there are corresponding Outside Plant Engineers who report to the Headquarters men shown on this list. In each district there is, in turn, an Outside Plant Engineer who reports to his division Outside Plant Engineer. Parallel to this Outside Plant Engineering Department, there are representatives of the Chief Engineer in each Division and District of each Associated Company. These District and Division Engineers and Outside Plant Engineers are the key-men whom we must contact and sell on the use of our product.

The question of the corrosion of lead sheathed cable due to the alkalinity of our duct, is answered in the memorandum. It states that improvements in methods of manufacture have reduced the alkalinity of our duct to the point where it is not dangerous providing care is exercised in the installation of the duct so that all duct will drain properly. This caution is in no way restrictive because all companies, both telephone and power, recognize the necessity of proper drainage of all types of Conduit.

In this memoranda is an example of the price at which our products sell. Obviously, they were not interested in reproducing our entire zone price schedule, therefore they showed our C quantity, Zone 3 prices, for 2, 3 and 3½" Conduit and Korduct which are the sizes they will be particularly interested in. It will be necessary for our men to contact all of the Engineers as indicated above, deliver a copy of our Price Schedule to them, and be sure that they understand that the prices shown in their company's memorandum are among the highest prices shown in our Price schedule, and that the actual price of the material delivered may be very materially lower than the prices given them, depending entirely upon quantity and location of job.

This A. T. & T. approval does not mean that the Associated Companies will automatically start to use our conduit. It merely gives them permission to use it if they see fit. We have the same job of selling this organization that we have in selling the local men of all power companies. We must build up just as close a relationship with their Outside Plant Engineers and representative of Chief Engineer's Department as we now have with the underground distribution men in power companies.

Our first entry in this field should be on all jobs where they normally would use steel conduit, either underground or in exposed locations, where mechanical strength is not the prime factor. In the above mentioned memorandum, the possibility of our material supplanting steel conduit is specifically mentioned. In this case we have a decided price advantage and other superior qualities, such as freedom from corrosion, electrolysis, galvanic action, etc. We already have a number of jobs of this nature with telephone interests, notable among which are installations on bridges, particularly at Fargo, North Dakota, and at Indianapolis, Indiana. One of these is an exposed job where weight, freedom from corrosion and price are factors. In the other, it is an encased job where weight and freedom from corrosion and electrolysis were factors.

The next most likely application is where they would normally use pump log (creosoted wood duct). This material, on the average, is slightly lower in price than our duct, but there are many locations where it will not endure the soil conditions encountered. Our duct is lighter in weight, much easier to handle, makes up a better joint, and, of course, has decided advantages from the life expectancy standpoint.

The next most likely application is where they now use single runs of clay tile. While the first cost of single clay tile is less than ours, it is made only in very short lengths and the joints are very hard to make up to any degree of satisfaction.

This company is also using some special armored cables. Here we have the same argument that we have on street lighting and fire alarm jobs, namely, that our duct with an ordinary cable frequently costs no more than the special cable.

We should be able to secure a very attractive amount of business for the locations where the above types of duct are used.

We cannot hope to get their main duct line business because in telephone work multiple clay tile is entirely satisfactory and it can be installed at a much lower price per duct-foot than either Transite Conduit or Korduct.

Will you please see that all of the men on the attached lists are contacted promptly? If the above referred to letter has not yet reached them, our men can refer to the number thereof so that these engineers will be on the lookout for it. We should ascertain the division and district organization set-up of each associated company, and learn the names of the Outside Plant Engineers and Chief Engineer's Representatives in each division and district and then contact them. A few calls along these lines will indicate to our salesmen what further contact should be made.

This finally officially opens up a very fine market for Conduit and possibly a small market for Korduct. The Metropolitan District have done a fine job on following through on this and if all of our district field organizations do an equally good job, we will reap very fine returns from the efforts.

Attached is a copy of a bulletin going to all salesmen.

GUY, A, BARKER

AFFIDAVIT

STATE OF COLORADO)
) ss.
COUNTY OF ADAMS)

I, Margaret J. Baumgardner, being of full age and first duly sworn do hereby state:

1. I am not a party to this action. I have personal knowledge of the facts set forth in this affidavit, and if called as a witness, I could and would competently testify as to the truth of the matters set forth herein.

2. I am the Research Coordinator for the Claims Resolution Management Corporation ("CRMC"), a wholly owned subsidiary of the Manville Personal Injury Settlement Trust ("Trust"). The CRMC was created in December 1998 and is staffed by former Trust employees. On January 1, 1999, CRMC began providing claims resolution facility services to the Trust.

3. In this position, I manage the Asbestos Claims Research Facility ("Facility"), a document and records repository located at 3390 Peoria Street, Suite 304, Aurora, Colorado. The Facility contains the business records including but not limited to correspondence, memoranda, reports, records and data compilations ("record") of Manville Corporation or related entities ("Manville"), generally, as well as Manville records relevant to litigation of asbestos liability. The Trust has managed and operated the Facility from November 28, 1988, the date on which the Manville bankruptcy plan was consummated.

4. My experience and familiarity with the documents at the Facility began in 1983 while working for Manville. In my work as a paralegal for Manville, I assisted in locating, indexing and packing many of the records which became the foundation documents for the Facility. I continued to work for Manville until September 1987. From March 1988 to September 1988, I was hired to supervise and assist in the indexing of the first 20,000 boxes which were turned over to the Trust in November 1988. From September 1988 to January 1989, I assisted in the privilege review of documents to be given to the Trust. From November 1988 to April 1994, I worked for Freeborn & Peters and was put in charge of the Facility, managing all productions and "new" acquisitions. In September 1995, I was hired by the Trust to manage the Facility. In December 1998, I was hired by

the CRMC to manage the Facility for the Trust. Accordingly, I am personally familiar with many of the records stored at the Facility, as well as how the records have been gathered.

5. To the best of my knowledge, information and belief, I certify that these records were made at or near the time by, or from information transmitted by, a person with knowledge, were kept in the course of the regularly conducted business activity of Manville, and it was the regular practice and the business activity of Manville to make the records.

6. Attached are documents found among the file and microfilm box collections at the Facility. These documents, bates labeled CRMC-SBGAB-ConduitPipe-000001 through CRMC-SBGAB-ConduitPipe-000092, are true and correct copies of documents found at the Facility.

Margaret J. Baumgardner

Subscribed and sworn to before
me this 16th day of May, 2014.

AMY W BENHAM
NOTARY PUBLIC
STATE OF COLORADO
MY COMMISSION EXPIRES 05-23-2016

Notary Public