To Be Made Effective:

January 24, 1962

Manager's Notice

PLAINTIFF'S EXHIBIT JMMC-243

Sent to all Salesmen - Direct Sales Instructors Sales Clerks L. L. Frazza J. R. Cran O. A. Wirsig H. Sandt Ray Smith 1/26/62 plg

Houston Office

TO: All Salesmen and Instructors
Direct Sales - Houston District Pipe Division

Harlingen, Texas
Relative Pipe Performance.

Harlingen has tried BOTH cast iron and Transite.

Harlingen has a BASIS OF COMPARISON

BY PREFERENCE, HARLINGEN USES TRANSITE

In their advertising and related sales presentations, our cast iron competitors go to great lengths to develop the impression that users experience little or no trouble with cast iron pipe under any circumstances. Exclusive users of cast iron pipe actually seem to develop a peculiar mental "twist" which enables them to rationalize every difficulty with the material as being unavoidable and normal and therefore, "no trouble".

More fortunate are those who have had the intelligence and open mind to believe that one did not have to accept and live with corrosion and its resultant expense and who have sought out and installed other materials in an effort to improve the situation. In 1940 the use of Transite pipe was initiated by Harlingen in an effort to solve serious problems of external and internal corrosion with cast iron pipe. The effort has been successful and Harlingen has continued its use of Transite.

On January 9, 1962, the temperature in Harlingen dropped in a few hours from a "balmy" 80 degrees F. to approximately 20 degrees F. Reporting the overall effects of the storm, the attached story appeared in the Valley Morning Star on Friday, January 12.

The story "behind the story" -- In the afternoon of January 12, Mr. Manuel Gonzales, Supt. of Construction and Maintenance, informed John Zimmerman and me that, between January 9 and January 12 he had experienced 23 breaks in cast iron water mains of 4" through 12" size and not one single break in any size Transite pipe. And when I say "breaks", I mean B-R-E-A-K-S, not joint leaks. The failures were in the form of transverse beam breaks or split pipe and the mains definitely were not frozen.

Harlingen has 54.1 miles of Transite pipe in service in the sizes and approximate quantities listed below.

3" - 2,400 ft.	10" - 9,270 ft.
4" - 68,550 ft.	12" - 46,230 ft.
6" - 112,190 ft.	14" - 7,240 ft.
8" - 96,690 ft.	16" - 11,624 ft.

W. H. Waring

vHW/plg
Enclosure

cc: File

Form 50-3 PRINTED IN

VALLEY
[illegible]NING STAR

Harlingen, Texas, Friday, January 12, 1962

Few Require Welfare Agency Aid, Water Pipes Frozen

Harlingen Residents Fare Better [illegible] Expected In Freeze

[illegible] apparently [illegible] better during the extremely cold weather than had been anticipated, a survey showed Thursday, and there were even those who benefitted, at least temporarily, from the cold.

A telephone survey showed that relief agencies had fewer calls for aid than had been anticipated, though there were enough appeals to [illegible] and service sta- [illegible]

[illegible] Tuesday afternoon, when the cold wave first blew in, and again Wednesday, but the demand had slackened off Thursday.

Several stations reported they sold [illegible] on hand [illegible] have sold [illegible] a big business [illegible] a little on hand but that the demand had dropped off to practically nothing.

John England [illegible] of the Harlingen office of the [illegible] de Valley [illegible] company [illegible]

[illegible] regulators froze over and would not let enough gas through the lines.

England said many of the mains, however, had enough gas but in many instances people were putting up additional heaters and the small lines to their [illegible] not supply enough [illegible]

[illegible] Harlingen Water Works [illegible] had its usual trouble with line breaks, and a number that were caused by the sudden change in temperature, which caused the cast iron pipes to contract and crack.

Several churches opened their [illegible] beeded shel- [illegible] reported [illegible]

The Salvation Army reported that its biggest need was bedding, children's clothing and shoes, with blankets being most in demand. A Salvation Army spokesman said more blankets are needed, and they are being given away as rapidly as they are received. "We have three on the counter now, and four downstairs, which will probably be gone before long, and then we won't have any to give away unless more come in," she said.

Quarters are maintained for transients needing a place to sleep, but the Salvation Army does not have provisions for taking care of families. Transients applying for shelter Tuesday and Wednesday nights numbered about eight or nine, slightly above normal.

The Family Welfare Fund also reported the big need was for bedding and clothing, with childrens clothing and shoes being the most sought-for items, but that the applications for bedding and clothing had dropped off drastically by Thursday. It was estimated that around 10 families requested food because of the cold. Normally the fund provides food for approximately 1,800 persons.

Practically all Harlingen homes were either without water, or had one or two faucets which had frozen. Some reported that only the hot water faucets would run while others said only the cold water would run at their homes.

Damage was done to hundreds of thousands of shrubs, but in most instances new growth is expected to come out after the weather becomes warmer. Until this new growth starts, though, many yards may look rather barren because much of the shrubbery has been defoliated by the cold.

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NOTES