

Mr. C. M. Lamb
General Manager
Tooling, Casting & Paper Prod. Division
Dept. #440

PLAINTIFF'S EXHIBIT

USG-1664

TO:
FROM: Mr. W. R. Weidman - #146, Chicago
SUBJECT: USG POLICY - FIREPROOFING PRODUCTS MANUFACTURED
AND SOLD BY OTHER COMPANIES

November 29, 1971

USG is currently in the fortunate position of supplying substantial quantities of raw materials to competing formulators of fireproofing materials. Specifically, our Industrial Divisions are major raw material suppliers to the Zonolite Division of W. R. Grace Company, SprayDon International, and Cafco (U.S. Mineral Wool).

As the Company values highly the business extended to us by each of these excellent customers, it is imperative that we adhere to a totally neutral position relative to the ultimate sale and use of their respective products.

Additionally, any inference that USG warrants the job performance of any of these finished materials places the Company in jeopardy from a liability standpoint, which, of course, would be detrimental to our overall interests.

With the above as background, the attached Policy Statement is the official position of U. S. Gypsum Company. By this letter, I am instructing each of you to comply 100% with its requirements and to refrain from any selling, specifying, or promotion involvement in the sale of fireproofing products sold by companies other than USG.

If you have any questions relative to this policy, please direct them to my attention for prompt handling.

Extra copies of this Policy are enclosed to permit additional circulation within your respective Divisions at the discretion of the General Manager.

WRW/pag
ATTACHMENT

W. R. Weidman

DISTRIBUTION: All Construction Products Division Personnel.

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