History of ANCO Insulation, Inc.

November 29, 1971

PLAINTIFF'S
EXHIBIT
B&R-192

(ANCO) ANCO INSULATIONS, INC. (ANCO)

P. O. BOX 66596
BATON ROUGE, LA. 70806

TELEPHONE:
AREA CODE 504
355-7751

CONTRACTORS
AND
DISTRIBUTORS

November 29, 1971

We are pleased to submit for your consideration the following information conceming our organization.

I. HISTORY

Anco Insulations, Inc., a Louisiana corporation, came into existence in January, 1962, when R. L. Anderson, Jr., purchased the Baton Rouge branch of the Aber Company. Mr. Anderson had been functioning as Vice President and manager of the Baton Rouge branch since 1959. In May, 1967, branch operations were started in New Orleans, Louisiana. Mr. James N. Poche, Jr., is the branch manager. In October of 1968, a branch was opened in Mobile, Alabama with Mr. Gordon A. Cook as manager. In November of 1970, a branch was opened in Tampa, Florida with Mr. Ed Swindle as manager. And in May of 1971, a sales office was opened by Mr. Don Gideon in Houston, Texas.

In the almost nine years of existence, we have performed work in virtually every insulation field. Our customers include almost every industrial firm in the South. Our commercial, cold storage and marine work include most major mechanical contractors in the area. This can be easily seen in our list of completed jobs. We have completed more than 2,000 contracts with a total volume in excess of $30,000,000.

We have done work in a number of states and several foreign countries. We presently have contracts in force in the states of Michigan, Georgia, Florida, Alabama, Mississippi, Texas and Louisiana. We have performed work in the British

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West Indies, Panama Canal Zone and have made numerous overseas material shipments.

We are pleased that our firm has emerged as the most dynamic and respected insulation distributor and contractor in our area.

II. MANAGEMENT

R. L. Anderson, Jr. - President

Born 1928, Shreveport, Louisiana. Married. Four Children. Attended Centenary College in Shreveport for four years. Employed by the Aber Company from 1959 to 1962. In later years with the Aber Company he served as Vice President and Branch Manager for the Baton Rouge operations. In January, 1962, resigned his position with Aber to start this firm. Mr. Anderson's other financial interests are varied. He is presently on the Board of Directors of Capital Bank and Trust Company of Baton Rouge. He operates as the chief executive officer of this firm.

Harold F. Johnson - Vice President, In Charge of Construction

Born 1931, Minden, Louisiana. Married. Two Children. Attended Louisiana Tech in Ruston, Louisiana. After spending three years in the Navy, he went to work for the Aber Company in Shreveport in 1953 where he was employed until 1962. In later years with Aber, he functioned as a superintendent overseeing all construction. He resigned his position in 1962 to become active in this firm as Vice President and has held that position since.

Donald L. Gideon - Vice President, Manager of Houston Operations

Born 1928. Native of Oklahoma. Married. Three Children. Employed 1952-1962 by the Aber Company. His primary functions were in purchasing and sales. Employed by this firm in 1963 as a salesman and superintendent. Became a Vice President in 1967.

James N. Poche, Jr. - Vice President, Manager of New Orleans Operations

Born 1920. Married. Three Children. Attended University of Southwestern, Lafayette, Louisiana. 1941-1945 employed as superintendent for Delta Shipbuilding Corporation, a subsidiary of American Shipbuilding of Cleveland, in the construction of Liberty ships, Colliers and T-2 Tankers with experience in engineering. From 1945-1949 employed by Dixie Machine Welding and Metal Company (largest marine repair firm in the New Orleans area, excluding Todd-Johnson Dry Docks) with the engineering division coordinating all phases of marine

repairs at the Dixie shipyard. 1949-1951 employed manager of Orleans Insulations and Sales, a subsidiary of Dixie Machine Welding. Orleans was active in conversions, fire damage and collision projects. Employed from 1951-1966 with Armstrong Cork Company as a field superintendent in charge of all construction operations. Projects include: heavy industrial, commercial, marine and cold storage insulation. In 1966, Mr. Poche was employed with Anco as Vice President and Branch Manager of the New Orleans operations.

Edward Swindle - Vice President, Manager of Tampa Operations

Born 1930. Married. Two Children. Prior to his association with Anco, Mr. Swindle served 10 years as the Vice President of Adamo Insulations, Inc. He has 21 years experience in the insulation business. During this time he has installed approximately 20 steam plants with main steam temperatures of 1,000°. In this regard, Mr. Swindle was instrumental in the development of the present metal lagging application. This includes the use of the standing seam and expansion control system and all piping lagging. In 1970, Mr. Swindle was employed by Anco Insulations as Vice President and Branch Manger of the Tampa office.

Gordon A. Cook - Manager of Mobile Operations

Born 1938. Married. Four Children. Native of Texas. Attended University of Alabama. Employed 1960-1968 for Shook and Fletcher, an insulation contractor. He worked as an estimator and in 1966 was made manager and Vice President of their Mobile branch.

Ron Bourgeois - Secretary-Treasurer

Born 1943. Married. Two Children. Certified Public Accountant. Received degree from Louisiana State University in 1965. Has been employed by the subject firm since 1964. He functions as an administrator and is the firms chief financial officer. He was elected Secretary-Treasurer in 1967.

Tom S. Ourso - Assistant Secretary-Treasurer

Born 1941. Married. Two Children. Certified Public Accountant. Received degree from Louisiana State University in 1968. He was employed by Lowe and LaBauve, Certified Public Accountants until joining our staff in 1970 as assistant secretary-treasurer. Mr. Ourso functions as the adminstrator of the Accounting Department of the home office and its branches.

III. PHYSICAL FACILITIES

A. 5575 Adams Avenue
Baton Rouge, Louisiana

25,000 sq. ft. of Warehouse Space
5,000 sq. ft. of Manufacturing Space

Note: Our manufacturing facilities include a completely equipped modern operation for pre-cutting and fabrication of all necessary insulation requirement.

$100,000 Inventory
Fleet includes 30 Vehicles and 2 Tractors

B. 1025 Airline Highway
Kenner, Louisiana

15,000 sq. ft. of Warehouse Space
$40,000 Inventory
Fleet Includes 5 Vehicles

C. 2904 Mill Street
Mobile, Alabama

10,000 sq. ft. of Warehouse Space
$40,000 Inventory
Fleet Includes 4 Vehicles

D. 5131 Trenton Street
Tampa, Florida

10,000 sq. ft. of Warehouse Space
$25,000 Inventory
Fleet Includes 3 Vehicles

E. 6001 Gulf Freeway
Houston, Texas

Sales Office

IV. PRODUCTS

Supplier	Material
Asbestospray Corporation	Sprayed Asbestos Fibers for Thermal insulation, fireproofing and acoustical control.
Pittsburgh Corning Corporation	Unibestos, Foamglas
Benjamin Foster Company	Coatings, Sealants and Adhesives
Owens Corning Fiberglas Corp.	Kaylo, Fiberglas (All Forms)
Ruberoid	Calcium Silicate Products
Unarco Industries, Inc.	Polyurethane, Asbestos products, Amosite Felts, Insubestos Felts, Woven Glass Felts, Asbestos Cloths, Etc.
Monsanto	Lion Nokorode Industrial Mastics, Corrosive Preventatives and coatings

V. REFERENCES

Capital Bank and Trust Co.
P. O. Box 2710
Baton Rouge, Louisiana

Attention: Embree Easterly

Humble Oil & Refining Co.
P. O. Box 581
Baton Rouge, Louisiana

Attention: Budd Anderson

Kaiser Aluminum & Chemical Co.
Baton Rouge, Gramercy, Chalmette,
Louisiana

Attention: A. P. Giroir

Shell Oil Company
Norco,
Louisiana

Attention: John Noles
Gayden Derikson

Combustion Engineering
Bucks,
Alabama

Attention: Art Stanley

Standard Oil Company
Pascagoula,
Mississippi

Attention: John Abazani

First Chemical Corporation
Pascagoula,
Mississippi

Attention: Sam Hammerick

United Fruit Company
New Orleans,
Louisiana

Attention: George Whatley

Dixie Machine Welding & Metal Co.
New Orleans,
Louisiana

Attention: Chris Voelkel
Will Tudury
Walter Steele

Buck Kreihs Company, Inc.
New Orleans,
Louisiana

Attention: Buck Kreihs

Perrilliat-Rickey Construction Co., Inc.
New Orleans,
Louisiana

Attention: Gus Barbier

Gervais Favrot Co., Inc.
New Orleans,
Louisiana

Attention: Jack Wilson

Armstrong Contracting & Supply Co.
Lancaster,
Pennsylvania

Attention: John Zeller
Jim Lidell

Monsanto
Barton Plant
Luling, Louisiana

Attention: Steve Keller

Monsanto
El Dorado,
Arkansas

Attention: M. P. Hudson

Dow Chemical Company
P. O. Box 150
Plaquemine, Louisiana

Attention: Jake Goff

We are pleased to have the opportunity to submit this information to you. If you have any questions or if I can be of any assistance, please feel free to contact me or Mr. Swindle. We are anxious to work with you in fulfilling your insulation requirements.

Thanking you in advance for your consideration, I remain,

Very truly yours,

ANCO INSULATIONS, INC.

R. L. Anderson, Jr.

RLA, Jr.:sm

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Barton Plant
Luling, Louisiana

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Tom S. Ourso
Asst. Secretary-Treasurer

TSO:sm