

INTER OFFICE CORRESPONDENCE

M. H. DETRICK COMPANY

SUBJECT: WE HAVE SOLD THE
INSULATION DIVISION

FROM CHICAGO

DATE April 3, 1964

TO ALL OFFICES & AGENTS

Gentlemen:

Effective April 3, 1964, we have sold the Insulation Division to the Refractory & Insulation Corporation, Norristown, Pennsylvania.

They will continue to operate the Aurora plant with the present personnel of the Insulation Division. They will make the same products and will pack them for us in Detrick boxes and bags. In other words, we will have available for sale all of the Detrick insulation products we have had in the past. In addition to this, we will have available some of these products at the R & I plant in Port Kennedy, Pennsylvania.

As a part of Detrick arches and walls, we will continue to use the same prices now shown in our Price Book. For an occasional sale to one of our customers for materials that are not to be used in Detrick arches and walls, we will have a separate price list which we will furnish you later.

In other words, we will still be in the insulation business as far as sales are concerned and will still have our Detrick products to sell. We expect you to solicit orders for insulation as applied to Detrick constructions. We also expect orders for insulation for other applications. Present agents' commission schedules remain in effect.

The only difference is that we will not control the manufacturing of materials, but we have been assured that the standards of quality which we have been talking about for years will be maintained by the Refractory & Insulation Corporation.

Yours very truly,

M. H. DETRICK COMPANY

C. F. Pollen
President

CFP/cs

EXHIBIT C

*Related Shipyard Cases (key
Resp. to Reg. for Prod. of
Documents (M.H. Detrick)
Dec 8, 1983*