

Mr. Santo

PLAINTIFF'S EXHIBIT

MON-2284

NAME - LOCATION - PHONE

R. Gibson (4-5781) - Corporate Purchasing - M2B

DATE : December 6, 1983

cc D. E. Schoeffel M2G
J. F. Valley M2B

SUBJECT : Insulation Contracts

REFERENCE :

TO : B. R. Anderson 1690
A. T. Bielecki 1425
D. G. Gresham 1690
G. O. Provencher 1425
W. F. Roemler 1855
G. W. Rullkoetter F3WF
H. B. Sunder CS2F
W. M. Wasinger A2SE
B. L. Wilson M3L

Your response to my recent memo requesting copies of your insulation and electronic supplies contracts was appreciated. I would like to address insulation in this memo.

We reviewed eleven insulation contracts from four regions. As you can imagine, it is difficult to compare contracts on a regional basis, when you take into account changing market conditions, various price protection clauses, and freight and shipping differences. Nevertheless, we would like to share the details you sent me.

We made our comparison on eleven major categories based on the information supplied by each region. The categories were:

Urethane pipe insulation	Aluminum elbows
Fiberglass pipe insulation	Aluminum jackets
Calcium silicate pipe insulation	Aluminum banding
Kaylo 10 pipe insulation	Masking tape
Kaylo 10 block insulation	Adhesives
Duct wrap	

All categories were those as listed above, or an acceptable equal was compared.

We found that all contracts are very competitive when compared to a contract within its own region, but there are large price differences among the regions.

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For use in renegotiating your regional contracts, we would suggest that you obtain copies of other regional contracts for price comparison.

The following contracts offered the best pricing on ten of the eleven categories we compared:

Win-Way Inc. - SWR-467
Owens Corning Fiberglas - SWR-630
Anco Insulation Inc. - SER-483

We do have more specific information on each contract; if you need it, please advise.



R. Gibson

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