

November 12, 1946

MEMO

Fiberglas Corporation

Mr. A. C. Wilson, who is Manager of the General Product Specifications Department of this company, called on the writer on November 6 and explained that his visit was for the purpose of discussing mutual problems and to find out whether or not in any way we could cooperate with each other, realizing that we were still somewhat competitive.

I spent most of my time listening and asking questions, but it was interesting to have Mr. Wilson's ideas of how asbestos and our company could fit into the glass business.

1. Mr. Wilson stated that asbestos fibre could add to the qualities of glass and it was desired very greatly to use asbestos fibre. He stated that he came to us because we probably sell about 50% of the fibre used in this country.
2. He left some samples of asbestos listing, which he claims has about 20% of asbestos fibre. He stated that in making up woven goods out of glass, asbestos fibre would improve the wear qualities of the glass and at the same time would become a part of the glass without detracting from the glass fibre qualities. He claims the abrasion of glass alone is very bad and asbestos to a large extent corrects that fault.
3. He stated they had promoted draperies for hotels, dividing curtains in ships, and also made considerable clothing out of glass. He stated that the glass was not satisfactory because it did not have flexing qualities and abrasion qualities.
4. He stated that they had some difficulty in making blankets for jet propelled planes, but stated they had a new development of glass that would stand 2,000 degrees but because of heat and moisture encountered they required asbestos cloth certainly as a jacket over these blankets and probably in between the layers. I stated to him that asbestos cloth was not a waterproof jacket and that alternate moisture and heat would probably disintegrate the glass. He thought that a high-grade silica fibre probably would not disintegrate so fast if it had an asbestos blanket used in combination.
5. Roofing Felts — He left a sample of unsaturated and saturated roofing felt. He claims that they had tried the dry felts both laid up dry and laid dry and then mopped with asphalt and neither of these processes were satisfactory. He feels now that his saturated sheet could be used as a cap sheet, the same as we used on our combination rag and asbestos roof. I asked why he did not build the whole roof with glass felts and he stated that the felt would not expand and contract with the roof and expansion cracks would tend to break the roofing. I asked him if it would not be better if he bonded his felts with rag felts, as it was my feeling that glass would still crack and leave only the waterproofing felts on the bottom and probably crack the roof felts along with the glass saturated felts. He stated they had had considerable difficulty but still felt that saturated glass could be used in combination with asbestos felts. I asked him what advantages glass would have over asbestos. He stated he did not know of a single advantage and he doubted very much whether or not glass felt would be adaptable to built-up roofing. He felt that it might eventually be adaptable to roll roofing.

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6. He showed me some samples of glass paper they had experimented with, but he stated they had come to the conclusion that their felts were not strong enough to meet the electrical requirements and that it was tremendously expensive to make paper 6 mils of an inch.
 7. He proposed that the Fiberglas Corporation might sell us yarns, cloth and tape or may be willing to sell the yarn alone. He stated that the cost to us on yarn would be from 75¢ per lb. to \$1.25 per lb. The 90-cut, which means 90 yards per lb., would be sold to us for about \$1.25 per lb. He stated that it was his belief that it would be advantageous to us to use a blend of glass with asbestos. His reason was that glass is the long draft cotton system and he felt that a combination of asbestos and glass might be used on that system or modification of that system, and inasmuch as it is probably cheaper to manufacture, our cost may be materially reduced.
 8. He stated that they had had several failures with their glass and that the failures were thoroughly due to alternate heat and moisture conditions and in some cases he felt that steam leaks had gradually added to the failure, but finally admitted that they use the argument of steam leaks more as a selling point because he realized that on turbine blankets, insulation on ships and insulation in power houses there usually were no steam leaks. In other words, where the steam leaked it was an accident. Some of the failures he mentioned were turbine blankets, jackets on navy pipe covering, curtains, draperies, clothing, refrigerator cars, and he stated there were others where the glass would not stand abrasion and would not be particularly adaptable to alternate heat and moisture.
 9. He mentioned our company making some buying arrangements with Fiberglas Corporation on glass fibers, yarns and other forms of glass. I asked him what assurance we would have of a source of supply if we did give this matter any serious consideration. He stated that during the war the larger part of their demands was for hull and shell insulation for the Navy and that they have expended their capacity tremendously since that business has dropped off. He stated they had additional manufacturing facilities in their present plant and that during the war they had planned and proceeded to build a new plant. He felt they would have ample manufacturing facilities for some time to come. He also stated that the Glass Fibre Incorporated were about ready to produce and that would offer another source of supply in case they could not take care of the total requirements. Also, he feels that now that his company is willing to license other people to make glass, that it will be a standard commodity and the supply will be ample.
 10. He stated that they had gotten some business during the war on pipe line felts and gave two reasons as to why they got that business: one, that the supply from us and others in this business had been limited, which gave them a chance to sell their material; another reason was that they put felts on dry and they have a high absorption capacity, which gave an excellent waterproof job. He stated very definitely that their felts could not be used alone and that they had to have installed over their felts a shield, which was Johns-Manville pipe line felt material. He again stated that their glass could not stand abrasion on pipe line felts and they could not do a complete job. Also, that they had extreme difficulty in getting contractors to wrap their felt, because most of them were not equipped with the proper pipe-wrapping machinery. He felt that a hook-up with us could give them the benefit of our experience and our equipment in wrapping pipe.

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I doubt if we are interested in making any arrangements with them on using their glass with our asbestos or selling them asbestos for their needs, and particularly doubt the advisability of cooperating with them on the pipe wrapping business.

I asked at the start why he was offering his patents to the general public and he stated very frankly that his company was trying to beat the Federal Government pressure on monopoly and anti-trust laws.

I have in my file a sample of their woven products made with a combination of asbestos and glass. Also, have a sample of their dry felt and saturated felt, which is made entirely of glass.

I. K. Nial

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