FILE NAME: Owens-Corning (OC)

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FIBERGLAS

Intra-company correspondence

to E. Mirra

from T. Lee

date Sept. 24, 1970

subject Unarcoboard versus Johns Manville Marinite

cc.

At long last I have come up with some information concerning our product versus Johns Manville's Marinite.

First, our pricing is competitive, our density is competitive, and our spec approval is competitive.

Our thicknesses leave a little to be desired. Johns Manville's come in thinner sizes than we can supply currently. If we can get down to 1/2" or 3/8" it would definitely be to our advantage. Our service temperatures are acceptable at this time as is our K factor and UL approval.

The biggest problem with our Unarcoboard is that the surface is dustier compared with J.M.. When ours is cut there is more asbestos dust than with the J.M. Our current primer is good for adhesion of other products to ours, but it is not a suitable primer for painting over. We should have another primer that would be easier for customers to paint over rather than using the blue color for Westinghouse Electric. We should also be able to give the customer a board that is easier to cut to dimensions and one that we can cut more accurately to specified dimensions than we are now doing. Our cutting is not accurate; we are not holding to dimension stability as specified as well as J.M.

Marinite is getting the business because they have done an excellent job of writing specifications and have guide specifications for their customers on the use of this product.

I feel that in order for us to obtain this business we must come through with a product that does not have the dusting problems that we currently have. We must also develop guide specifications in the marine field as well as others, and we must also offer thinner boards than we now do. We must have a sub-base coat primer similar to J.M. rather than the primer we use now.

Another point we should consider is equalizing freight with J.M. here on the east coast. This can make the difference between getting or losing a job.

Tom