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SPRAYED MINERAL FIBER MANUFACTURERS ASSOCIATION, INC.

SUITE 2500, ONE WALL STREET, NEW YORK, N. Y. 10005

J. P. VERHALEN, PRESIDENT
United States Mineral Products Company

A. E. BUNGER, VICE PRESIDENT
Smith & Kanzler Company

J. H. WITTKOP, SECRETARY
Baldwin-Ehrens-Hill, Inc.

H. L. LEVINE, TREASURER
Asbestospray Corporation

FEBRUARY 13TH, 1967

U.S. MINERAL PRODUCTS
STANHOPE, N.J.

ATT: MR. VERHALEN

RE: K-13 SPRAY-ON INSULATION

DEAR JIM:

I AM ENCLOSING HEREWITH COPY SENT TO US FROM OKLAHOMA CITY, OF AN ARTICLE WHICH APPEARED IN THE OKLAHOMA JOURNAL ON TUESDAY, JANUARY 17TH, 1967. IT MAKES QUITE A PLAY FOR THE PRODUCT K-13, INDICATING THAT IT WAS USED LOCALLY WITH COMPLETE SUCCESS. OUR PEOPLE IN OKLAHOMA CITY ARE VERY MUCH DISTURBED OVER THIS, AND THEY INDICATE THAT THEY AND YOUR CONTRACTORS IN OKLAHOMA CITY HAVE BEEN LOSING A FAIR AMOUNT OF BUSINESS TO K-13 AND WANTING TO KNOW WHAT CAN BE DONE TO COMBAT THIS.

I AM ALSO ATTACHING HERETO COPY OF A LETTER SENT TO OUR REPRESENTATIVE IN OKLAHOMA CITY, BRINGING HIM UP TO DATE ON THE BACKGROUND OF THE ASSOCIATION IN COMBATING THIS PRODUCT AND THE THERMO-K PRODUCT, BOTH OF WHICH ARE MANUFACTURED BY DIFFERENT CONCERNS IN HOUSTON, TEXAS. I AM ALSO SENDING A COPY TO JACK BOYER, AND HOPE THAT THIS WILL NOW STIMULATE INCREASED ACTIVITY ON OUR PART TO GET SOME DETERMINATION FROM THE BUREAU OF DECEPTIVE PRACTICES OF THE FEDERAL TRADE COMMISSION.

WE DO NOT RELISH LOSING ANY ORDERS TO WHAT WE MUST CONSIDER TO BE A PRODUCT INFERIOR TO OURS AND TO YOURS. CONSEQUENTLY, WE MUST REDOUBLE OUR EFFORTS TO GET ACTION IMMEDIATELY TO FIGHT THIS PARTICULAR SITUATION.

WITH KINDEST PERSONAL REGARDS.

VERY TRULY YOURS,

SPRAYED MINERAL FIBRE MFRS. ASSN.

H.L. LEVINE

C.T. MR. BOYER

PLAINTIFF'S EXHIBIT USM-38