FILE NAME: Walter Campbell Company (WCC)

DATE: 1971 Dec 15

DOC#: WCC002

DOCUMENT DESCRIPTION: Letter

FIBERGLAS

OWENS-CORNING FIBERGLAS CORPORATION 222 W. SWEDESFORD RD., BERWYN, PA 19312

December 15, 1971

Mr. Robert Williams
Bechtel Corporation
198 Shady Grove Road
Gaithersburg, Md.

RE: Thermal Insulation
Baltimore Gas & Electric
Calvert Cliffs, Md.

Dear Mr. Williams:

First, we want to thank you and Mr. Walla for the time given to us last Tuesday during the meeting with the Campbell-McCormick folks, Jim Summer, and me. Our purpose was to point out several current problems facing the rigid high temperature insulation industry and the user and to offer several alternate products to meet your requirements.

Very briefly, we pointed out that two rigid high temperature insulation manufacturers -- GAF and Pittsburgh Corning -- have or will have shortly discontinued production. To further complicate the present "crunch" in this market OCF's Kaylo plant in Berlin, N. J. is on strike with no negotiations underway as of today.

In addition to this considerably reduced availability of rigid high temperature insulations, Campbell-McCormick is faced with cancellation of their insurance if they do not substantially reduce the percentage of asbestos containing products on Calvert Cliffs. There is only one supplier of an asbestos free rigid high temperature insulation. However, this product does not comply with MIL-I-24244.

As an alternate we have offered for your consideration Fiberglas One-Piece Pipe Insulation for temperatures to 400 F and our new Glass-Lag Pipe Insulation for temperatures to 750 F. Samples of both products were presented at our meeting. The base insulation for both products -- Fiberglas One-Piece Pipe Insulation and I.S. Board -- conform to MIL-I-24244. They can be furnished in single layer thicknesses to meet all requirements of the job specifications.

EXHIBIT
11

PENGAD 800-631-6989

POWER & PROCESS SALES NATIONAL ACCOUNTS

07168-004

OC-A07-10614

Enclosed with this letter are the following supporting documents:

1. Data Sheet - One-Piece Pipe Insulation.
2. CAS - One-Piece Pipe Insulation.
3. Certification - One-Piece Pipe Insulation.
4. Data Sheet - IS Board.
5. CAS - IS Board.
6. Test Report - Glass Lag
7. Synopsis - MIL-I-24244.

It is hoped the above proves satisfactory and that you will have sufficient information to fully consider these products in lieu of the calcium silicate approved on subject project.

As a corollary benefit we feel your client will realize improved thermal performance with our recommended change.

Very truly yours,

Charles A. Brown

CAB/gko
cc: Mr. John Crumit
W. E. Campbell
Mr. Robert McCormick
McCormick Asbestos

07168-005