FILE NAME: Fibreboard (FIB)

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FIBREBOARD

516

TO H. P. Hoopes
Basil Street Hotel
England

FROM Emeryville

DEPARTMENT Pabco Industrial Products

DATE November 25, 1968

SUBJECT

DIF'S 6
8-23-84

Dear Harry:

Unfortunately now it appears I will not be making the trip to London. For this reason I am writing to you at the Basil Street Hotel in the hopes that this letter will be waiting for you on your arrival.

I believe that you will want to carry out the schedule about as we had planned and if you will note there are a number of matters to be handled in London.

Charley Livingston of Armstrong was in the office last Friday and he added further fuel for the fire on the Asbestosis problem. As you know they do approximately 80% of DuPont's new construction work and they are now required to take a great number of precautions when using any product containing asbestos while on a DuPont job. Off the record, they were told that an insulation manufacturer who developes an asbestos free high temperature insulation will automatically get all of DuPont's business. The importance of your meeting with Darlington should now be exaggerated. While I would like to be present at this meeting, I am supremely confident of your ability to handle the situation. Furthermore, should wish to discuss any developments feel free to call me at home or at the office.

Jack Weber has done some work with sulphite pulp since you left and has had laboratory material which withstood the 1500 heat soak test. This knowledge will give you bargaining position if such is required.

There are some other bits of business that I would like you to attend to in London. You can forego the Barry Staines matter as their new Managing Director, Mr. Price, will be in San Francisco on December 16.

I believe it will be extremely valuable for you to spend some time with Dick Gage and up-date yourself on the current activities of the British Insulation Industry as they relate to the asbestos problem.

I would also like to have you make a call on Kellogg International Corp., 67-72 Chiltern Street, ~~Baker Street~~, London W1, England. PR Insulations (Billing Carter) is interested in the Mobil Oil, Altona Refinery, Australia. This English office is going to handle all of the purchasing and will send out the inquiries for the Altona refinery job. Please do what you can to get inquiry for P.R. Insulations, Ltd., P.O.Box 7842, Houston, Texas 77007. Would also like to have you get PR on their bid list for any other international jobs coming up in the near future. You might get a list of these jobs for Billy Carter if this is possible. As a reference to PR's capability to perform large contracts, you can tell Kellogg that PR is now doing a million dollar contract for Kaiser in Jamica. Unfortunately I do not have the name of a contact in the Kellogg London office and I would suggest that you start with the top Purchasing man.

213-92E-5476

F3C16

*) 12/10 TELEPHONED BILLY CARTER — GAVE MESSAGE TO MESS. GILBERTO RAMOS ABARCA SAN JUAN, PR 00, 7352

FORM 852-91 (10-64)

As I mentioned to you in my letter of November 8, one of the key points with regard to the Ric-Wil deal in Belgium is the availability of fiber. Undoubtedly, Dick Gage is the only one who can supply the answer to this question. I would estimate that for the initial tonnage requirements it will be about 50% of our current usage.

At this writing, I do not know whether you found out anything regarding the availability of unibestos type material from South Africa. This may also be a Dick Gage subject. Jack Tillery is back in the country for a few days and called me this morning, indicating he still needs a source of supply. I am hoping you will have something to report on this subject when you return.

This morning I received a letter from you dated October 4, which is an example of the type of communication problem we have. Fortunately all of your mail did not take this length of time.

Anything you can determine while in London regarding the world wide insulation business and how it is handled will be very helpful to us. Use your judgment with regard to contacting people like Turner Newhall. Perhaps the Darlington friends can give you some idea on pricing practices as they relate to international insulation sales.

I imagine by this time that both you and Betty are anxious to return to good old U.S.A. The overall trip must have beenvery interesting to both and I am very happy you had the opportunity. Sorry that I am not able to meet you in London. If you have not completely used up your quota, the Dunhill pipes will still be most welcome, even if you have to carry one in your mouth as you go thru customs.

One final item as a favor.to Dorothy Johnston in the Overseas Department, there is apparently an excellent medicine for migraine headaches, which is only available in London - it is called "Veganin". If you could pick up 2 - 50 tablet tubes, which I understand sells for 6/6 each, I am told she will be forever grateful.

I guess this finishes it.

Sincerely,

F. A. Nordstrom

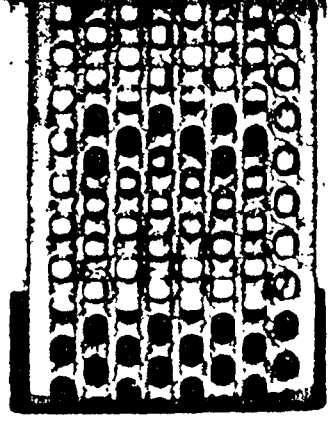
P.S. We are currently producing super Caltemp with some problems but the product meets the desired quality standards. Business is very slow and we are planning to shut the plant down the final two weeks of the year for rehabilitation purposes.

F.A.N.

FIBREBOARD

1710-59th Street ■ Emeryville, California 94623

HOLD FOR ARRIVAL APPROXIMATELY NOVEMBER 29.



OAKLAND
NOV 26
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CALIF.

PAR AVION VIA AIR MAIL CORREO AEREO

Mr. H. P. Hoopes
% Basil Street Hotel
Knightsbridge
London SW 1
ENGLAND

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