

INTRACOMPANY CORRESPONDENCE

R-98 (Rev. 1-68)



FROM:	Norton Tompkins	PLAINTIFF'S EXHIBIT RMC-46
TO:	C. C. Craig	
COPY:	W. R. Nelson, J. C. Tiffany, J. B. Melton	
DATE & SUBJECT:	12/1/71 Insulation	

This memo needs your immediate attention.

For many years Unibestos pipe insulation has been our standard. The attached letter from Pittsburgh Corning explains that Unibestos will no longer be available after 12/6/71. We are faced with the decision of selecting a substitute insulation.

Unibestos has been our choice because of its durability. It will withstand fairly rough treatment and can be used over and over on lines that require mechanical scaling.

Unibestos is primarily long fiber asbestos with sodium silicate used as a binder. Most of the other pipe insulations depend upon calcium silicate as the insulator with asbestos being a reinforcement material; consequently, those insulations other than Unibestos are more brittle and subject to breakage.

Aber Co. has been our supplier of Unibestos. They are offering as a substitute Kaytherm (see attached brochure). Kaytherm will be similar to Thermobestos which we have used at times in the past.

Our present order for Unibestos from Aber expires 1/31/72. I have received a quote for a new blanket order. The prices quoted for Kaytherm compare favorably with Unibestos.

I need your decision on the selection of a substitute. Should your selection be other than Kaytherm, I will need some time to contact other vendors and obtain price quotations.


 Norton Tompkins

NT/mgs

Encl.

Bill & Tom for your info.

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RICHARD W. GAENZLE
DIRECTOR OF MARKETING

November 9, 1971

TO: OUR UNIBESTOS CUSTOMERS

Pittsburgh Corning Corporation acquired the UNIBESTOS product line in 1962. At that time the product made only a very modest profit, however, we had great hopes that we could develop new production methods. Unfortunately, our production development efforts have not been successful, and the factory efficiency is about the same as in 1962.

On the other hand, the costs for labor, freight, raw materials and selling cost have increased substantially over the past nine years, while the market prices for high temperature insulations have not changed significantly.

The result is that Pittsburgh Corning can foresee only continued deterioration of the already small profit generated by UNIBESTOS. Under these circumstances, we cannot justify additional investments in needed new production equipment, nor in the manpower and resources for continued promotion and sale of UNIBESTOS.

Therefore, Pittsburgh Corning has reluctantly decided to stop accepting orders for UNIBESTOS as of December 6, 1971. All firm orders now on hand and new orders received before December 6, will be filled if the items can be manufactured and shipped prior to December 31, 1971.

We thank you for the interest and confidence you have had in our UNIBESTOS product and for this opportunity to explain the background of our difficult decision to withdraw this product from the marketplace.

Very truly,

Richard W. Gaenzle
Richard W. Gaenzle

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RWG:jy