

PITTSBURGH CORNING CORPORATION

INTER-OFFICE CORRESPONDENCE

To Roy E. Fuhs

From Harry E. Porter

Subject: Date June 16, 1971

PLAINTIFF'S
EXHIBIT

U-538

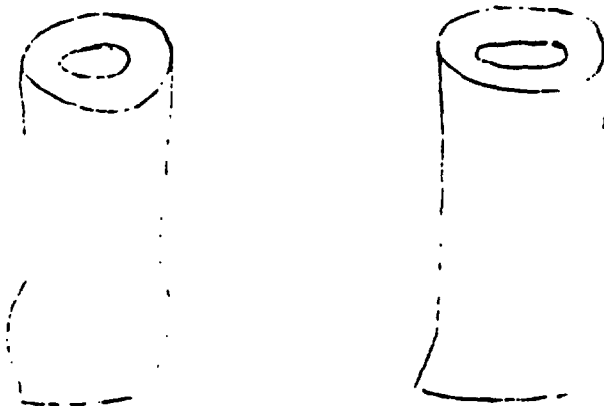
Dear Roy:

June 15, 1971, two cartons of 6 x 2 UNIBEST were delivered to Mr. Carter Lee for test application and evaluation. Those present at the test were:

Carter Lee, Humble Oil Company
R. L. Anderson, Anco Insulations, Inc.
A. T. Fussell, Humble Oil Company
A. L. LeBlanc, Humble Oil Company
W. T. Matheney, Humble Oil Company
C. A. Ashford, Humble Oil Company
H. C. Graham, Pittsburgh Corning Corporation
H. E. Porter, Pittsburgh Corning Corporation

The product was very carefully examined by the insulators for hardness, resistance to delamination, and dimensional control. We were all pleasantly surprised when two half sections of the covering could be interchanged and reversed and still fit extremely well.

In the two cartons examined there was evidence that some of the covering had been stood on an end prior to its achieving dry strength which resulted in slight deformation of one end but the deformation would, in the opinion of the Humble employees, be enough to make the application of their finish material difficult.



The covering was cut for a tee by Mr. A. L. LeBlanc using the normal insulators key hole saw and everyone was most impressed by the ease of cutting and lack of dust. Some mitered cuts were then made by the use of a standard

hand saw with the same results except that the throat end of the miters were fragile (not any more than Calcium Silicate) and comments were that this could be an area for improvement. Sonny Anderson commented that the "ends and edges-could stand a little stiffening."

When the covering was applied to a pipe and secured by wires everyone made favorable comments regarding the imbedding of the wire as compared to UNIBESTOS. The factory must have added some plasticizer to their coating because there was more elasticity to the coating on these particular samples than any I've seen.

Mr. Lee had only the following questions:

Is the coating waterproof?

Answer - In so far as a PVA Emulsion can be considered waterproof.

Relative to UNIBESTOS can the material be removed from a carton and applied to a pipe if the carton is left out in the rain?

Answer - We have not, to my knowledge, tried this but we will.

When will the material be available in quantities large enough to do a job?

Answer - I don't know but you will be informed shortly regarding the build up of factory inventory.

Will the material be priced competitively?

Answer - As competitive as UNIBESTOS is currently priced.

Can we expect packaging such that temporary outside storage is possible?

Answer - We are currently evaluating a "shrink pack" system with FOAMGLAS and if it is successful I see no reason why it couldn't be adapted to this product. There is also consideration being given to putting the cartons in plastic bags similar to bread wrappers.

Mr. Lee then suggested that we furnish their plant hygienist, Mr. Fred Venable, with a confidential chemical analysis regarding health hazards from dust, etc. I promised to secure such an analysis or whatever management would furnish and contact him. He will then set up a meeting for us immediately. This seemed to be very important to him.

After a brief discussion with the mechanics, Mr. Lee then gave Mr. Anderson of Anco the go ahead to furnish UNIBEST on any job he has in this plant. We were very timely with this demonstration since they had just informed Hollinghurst Industries to pick up some sub-standard Kaylo which had been furnished on the current maintenance contract. Small cavities were quite prevalent in the material and about 90% of it was broken. It was interesting to note also that the cartons had apparently been stenciled in the factory "Humble Maintenance Contract" indicating a very special price for this order.

