

OWENS CORNING
FIBERGLAS

PLAINTIFF'S EXHIBIT

MON-2268

OWENS-CORNING FIBERGLAS CORPORATION 3377 WEST 11TH STREET, HOUSTON, TEXAS 77008, PHONE: (713) 869-3351

February 11, 1972

Mr. J. B. Thrash
Monsanto Company
P. O. Box 1311
Texas City, Tx. 77590

Dear Mr. Thrash:

Wanted to confirm to you the topics of discussion at our meeting of February 10, 1972.

- I. Owens-Corning has a crash program to develop an asbestos free high temperature insulation.

Our endeavor is directed in two programs:

- A) Interim product of calcium silicated reinforced with material other than asbestos. Timing appears to be approximately one year.
- B) High temperature glass insulation, for temperatures in the 800 to 1000° range. Timing appears to be same as above.

In both of above programs we have made progress. However, the right combination of properties coupled with economics makes for the timing, and both programs could be delayed or redirected.

II. Present situation on high temperature insulations:

- A) Two major manufacturers withdrew from insulation field in 1971.
- B) One major manufacturer withdrew but has re-entered with non asbestos product. Not back in full scale operation at this time.
- C) One major manufacturer currently making non asbestos product.
- D) Two major manufacturers (OCF being one) making products with asbestos. OCF product containing 5% or less of asbestos material.

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HOUSTON BRANCH OFFICE

Quotations in this letter are not intended as offers. All orders and contracts are taken subject to acceptance by the corporation at Toledo, Ohio

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February 11, 1972

Summary

Demand for high temperature insulation exceeding capacity, with practically all good materials being on extended delivery cycle.

Alternatives

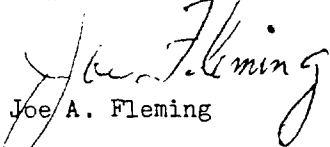
- A) Use of alternate materials where temperature permits, i.e., heavy density Fiberglas pipe covering, mineral wool or glaslag Type 1-S materials. (Literature of Fiberglas and glaslag attached).
- B) Using all asbestos free materials. As discussed, probable service problems and increased cost.
- C) Continue use of low asbestos content material such as Kaylo, with usual safety precautions.

We would take this opportunity to thank you for your consideration, time and business. We trust that you will continue to favor us with the opportunity to be of service.

Will send you written invitation to Industrial Noise Seminar as details are developed.

Yours very truly,

OWENS-CORNING FIBERGLAS


Joe A. Fleming

JAF:cd

cc: J. L. Lacy - OCF CSD

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