

GRACE

ZONOLITE

CONSTRUCTION PRODUCTS DIVISION

*File
mono Kote*

TO: See Distribution List

DATE: March 24, 1971

FROM: T. F. Egan

PLAINTIFF'S
EXHIBIT

WH-958

Gentlemen:

Most of you are aware by now that we are being included in the term "Spray Fireproofing" which is getting a bad name from recent fires in high-rise office buildings. An article in Engineering News Record, March 11, 1971, noted comments by W. R. Powers of New York Fire Underwriters and recent opinions of the New York Fire Rating Organization (See Attached).

I and others are attempting to refute these charges which include Mono-Kote in the indictment against sprayed fibers. A previous article in Engineering News Record, November 26, 1970, from which we made data sheets (see attached) noted what Powers stated in his official report.

It's important that you make clear to everyone that the fires in New York and the charges against failure of spray material is SPRAYED FIBERS. Further, I urge that you contact the local rating bureaus noted on the attached list and state your case for Mono-Kote. It would be wise to talk in terms of types, e.g., Cementitious (plaster) vs sprayed fibers and not use brand names. Petition that the rating officials make judgments on known facts which are that the sloppy application procedures permitted in New York along with the poor physical properties of sprayed fibers combined to make the situation in New York criminal. I'm attaching copies of some letters to insurance officials that may be of help in stating our case.

I am writing a similar letter to each of these bureaus and will send a copy to you. Would you please help by making contact and reporting the results. Also, if you have contacts in insurance circles, let them know the facts and advise if and how I can help.

To achieve success, the job must be done by everyone at all levels and at the same time. Don't delay and don't be afraid of talking straight to the facts.

Thanks and I'll be waiting to hear from you.

Yours truly,

Tom Egan
Thomas F. Egan

TFE/jac

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