PLAINTIFF'S EXHIBIT SMF-123
PENGAD-Bayonne,N.J.

June 2nd, 1969

Kenne Corp., Mr. Jenne
U.S. Mineral Products, Mr. Stumpf
Smith & Kanzler, Mr. Lieff

U.S. Mineral Products, Mr. Cropp
Philip Carey Co., Mr. Tosk

c.c. Mr. Boyer
c.c. Mr. Binger

Gentlemen:

I want to inform you of some information that I received today from several sources which should cause us grave concern. It refers to the fact that specifying agencies and buyers are currently indicating that they do not want sprayed fibre but will accept only cementitious materials. In both instances that I am going to cite, the reasoning involved was the fact that sprayed fibre is very dusty in application, and they don't want it because of that reason.

The projects involved are as follows:

1) Macy's new Brooklyn store for which the architects are Emery Roth and for which the architects specified sprayed fibre. The Macy's engineer has indicated that he will not accept sprayed fibre, but wants only the cementitious material.

2) On another project in the Milwaukee area for Gimbel's Department store, the architects, Abbott Merckt, have written a specification for cementitious material only, and will not accept sprayed fibre for the reason outlined above, as well as for the fact that they consider that it will erode in the return air plenum and put dangerous fibres into the air.

It, therefore, behooves us to act very quickly to contravert all of this information and to see what can be done to get sprayed fibre back into the good graces of these people. The sins that have been perpetrated in the field by virtue of dusty material, poor housekeeping, inadequate protection of exposed surfaces is plaguing us and something has to be done quickly to combat this very strongly.

Very truly yours,

SPRAYED MINERAL FIBER MFRS. ASSN.