

A & J Insulation Construction

ORIGINAL

Installers of T-Foil Systems

R811001

1326086000002A

October 10, 1999

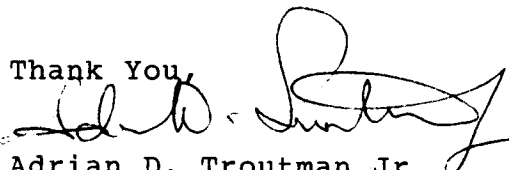
Office of the Secretary
Federal Trade Commission
Room 159
600 Pennsylvania Ave. N.W.
Washington, D.C. 2058

Re: 16 CFR Part 460
Trade Regulation

Sir,

I have forward many changes enclosed is Letter Dated December 15, 1998 from a Company called R-Factor; what I disagree when it comes to price increases is that material order 90 days in advance sitting in there warehouses, refusing to ship until after one or two price increases or three price increases.

Thank You


Adrian D. Troutman Jr.



MAIN OFFICE

P.O. Box 1661, Woodinville, WA 98072
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206-488-7600 800-875-7289 Fax 206-488-7827

TACOMA LOCATION

9800 Lakeview Ave SW, Tacoma
Lakewood Industrial Park Bldg #22
206-584-7600 800-536-7289 Fax 206-584-7827

December 15, 1998

TO: A&J Insulation

Dear Adrian:

I understand your concern regarding the change in material cost on fiberglass; however, the manufacturers are united in their price increases.

Enclosed are the announcements for the Owens Corning Fiberglas increases, beginning with the March 1, 1998 announcement. As you can see, the price changes already implemented represent a 28.31% increase for 1998. We will see an additional 9% increase on January 16, 1999, as all manufacturers are on allocation and lead times continue to increase.

Be Aware! Not all items manufactured in the past are available now. Owens Corning has deleted nearly one third of their product offerings (Certainteed, Manville & Knauf have followed suit).

I'm sorry for the problems this may cause, but the insulation manufacturers simply will not waver from their increases.

Sincerely,

A handwritten signature in black ink, appearing to read "Bob Hoffmann", is written over a horizontal line.

Bob Hoffmann
Vice-President
R-Factor, Inc.