

FILE NAME: Sun Oil (SOIL)

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LP
Sun Oil

020080

PLAINTIFF'S EXHIBIT

DMA-1046

November 29, 1966

Mr. Jim Edison
Sun Oil Company
P. O. Box 2792
Odessa, Texas

Dear Mr. Edison:

Following is a list of Visbestos sales for your area, by company, from July 1, 1966 until today:

Baroid	262,500
IMC	60,000
Magnobar (Permian)	57,500
Buckeye, Inc.	76,250
(supplier to independent mud companies)	
Texas Mud and Chemical	22,500

The sales tempo of Visbestos has steadily increased since its introduction in late summer. Baroid is by far the most progressive in purchasing and promoting of Visbestos in the Permian Basin area. Baroid is also the leader in the Oklahoma area. They have been extremely cooperative in furnishing technical information on field applications of this product.

We are pleased with the performance of Visbestos. Recent reports received in our office indicate that Visbestos yields faster and is more uniform in its performance than other type asbestos materials available in your area. The test runs by your laboratory in Beaumont, Texas to select the best grade Chrysotile Asbestos Fiber have been invaluable in providing the best and most economical material to the drilling industry.

Thanks very much for your acceptance and assistance in promoting Visbestos to its rightful place as a drilling mud additive.

Sincerely,

MONTELO, INC.

Harry M. Wyatt

cc: W. E. Pierce
Don Lawrence, *Permian Basin*, *Southland Center Box 2880, Dallas*
T. S. Carrems *Permian Basin*, *Southland Center*