

**PLAINTIFF'S
EXHIBIT**

K-981

July 5, 1966

Mr. L. W. Saxby
Owens-Corning Fiberglas Corporation
P. O. Box 901
Toledo, Ohio 43601

Dear Mr. Saxby:

We certainly enjoyed our recent visit with you in your Toledo Offices. Both Mr. Graves and myself appreciate the opportunity of discussing the mechanics which will enable us to sell our products to your various branches and units.

As you requested, we are enclosing a list of your various branches and units on which we have designated the Eagle-Picher personnel who will service them. For your convenience and on the same list, we have shown our various Sales Offices where orders may be placed.

Lowell Graves is now in the process of drawing up a list and prices of products that may be covered by your blanket purchase order and these should be forwarded to you and Mr. Deardurff within a week.

With regard to the new design for the private label bag in which we would propose to package your cements, we have determined that it would take us approximately four weeks to secure the bags, after we have received your new design labels. We have written Mr. Vyverberg and sincerely hope that we will secure permission to use the OC-110 and OC-660 labels during the interim period.

We sincerely hope that this new arrangement enabling us to sell direct to your branches will be a profitable one to both of our organizations. We would like to express our desire to offer you every assistance possible. Should you desire any additional information, please let us hear from you.

Thank you very much.

Sincerely,

FIBERS and MINERALS DIVISION
Eagle-Picher Industries, Inc.

C. G. Morgan
General Sales Manager
Fibers Department

CGM/sm

Att.

cc: Mr. W. H. Deardurff
Mr. L. D. Graves

UNR 006113

005080