PLAINTIFF'S EXHIBIT T-161

ESTOS TEXTILE DIVISION
205 MIDDLE STREET, BRIDGEPORT, CONN. 06603

Raybestos-Manhattan

NOTED
APR 7 1971
ACB

2 April 1971

Mr. R. E. Warthan, Buyer Purchasing Department
Newport News Shipbuilding & Dry Dock Company
Newport News, Virginia 23607

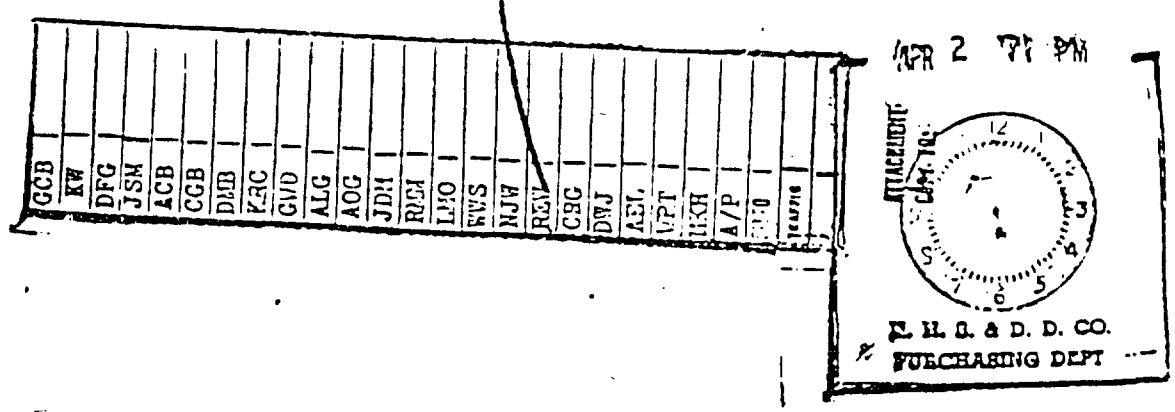
Dear Mr. Warthan:

Subject: Your inquiry No. 32-720
Dated November 9, 1970

Thank you for arranging an interview on Tuesday, March 30 with Mr. A. C. Burris for Mr. Joel Frampton, Mr. John Hawkins and me to discuss the reasons for our losing out on your annual requirements for asbestos cloth. This interview was very productive in that we learned the reasons for our failure to submit samples which would meet your requirements.

We had, indeed, submitted proper asbestos cloth constructions to meet Federal Spec. SS-C-Ø466d to each of the pertinent items. Our problem was in the treatment put onto the fabrics. Your inquiry spells out that the cloth should be "treated with Lint free Flamegard Treatment." "Flamegard" is a registered trademark of one of our competitors. We feel that your intention is to use the word "flameproof" since the material that you actually use is not the same as the fabrics which our competitor sells in the commercial market as "Flamegard." Be that as it may, our samples exhibited a higher degree of fiber fall-out when we were able to observe it in the Pipe Shop.

Locking in the asbestos fibers is not a difficult feat and Mr. John Hawkins will submit new samples to you within a week or ten days which should meet the lint-free requirements in the yard. We fully realize that you have probably committed yourselves for 1971 for your asbestos textile requirements. Nevertheless, we would certainly appreciate



receiving an approval on these re-submitted samples so that we may bid on your future requirements with confidence. Mr. Joel Frampton will contact you in a reasonable period after the samples have been forwarded.

Thank you again, Mr. Warthan, for arranging this meeting which resulted in a clarification of your requirements.

Very truly yours,

M. Q. Scowcroft

M. Q. Scowcroft
Sales Manager

kgo

cc: Mr. A. C. Burris, Superintendent Pipe Department