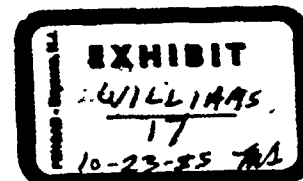


Southern
ASBESTOS COMPANY

P.O. BOX 10516 • CHARLOTTE, NORTH CAROLINA 28237 • (704) 372-2880



March 14, 1978

Mr. R. A. Stubblefield, Safety Engr.
Newport News Shipbldg. & D. D. Co.
4101 Washington Avenue
Newport News, Virginia 23607

Dear Mr. Stubblefield:

Our plant is located in the growing, prosperous Piedmont section of the Carolinas and our people must travel many miles each day to get to work.

Attendance - being on the job and on time - is vital to our production and customer delivery schedules and is an important means for saving energy. We recognize and reward good attendance because it is part of our continuing energy-saving program.

It makes sense for you to use CLEANGARD* asbestos because CLEANGARD is clean and easy for your employees to use and fabricate. Using top quality CLEANGARD asbestos products can help you save energy.

For more information, please return the enclosed card.

Sincerely,

Alexander Smith
Vice President - Sales

AS/rg

Enclosure

* Reg. U.S. Pat. Off.

