

The Stearns-Roger Manufacturing Co.
Established 1885
Engineers, Contractors & Manufacturers

CABLE ADDRESS
"STEROG" DENVER

Denver 2
El Paso, Texas
April 1, 1948

IN REPLY
PLEASE REFER TO
POST OFFICE BOX 38
EL PASO, TEXAS

EL PASO SMELTING WORKS
ENGINEERING DEPARTMENT

MAY 15 1948

512-45

American Smelting & Refining Co.
P. O. Box 1111
El Paso, Texas

Atten: Mr. Leroy Frewin

Gentlemen:

We are enclosing a copy of Standard
Asbestos Mfg. & Insulating Co.'s letter dated
March 29, 1948, regarding application of insulation
for the boiler and steam line.

We are awaiting your comments.

Very truly yours,

THE STEARNS-ROGER MFG. CO.
EL PASO OFFICE

R. L. Wills
R. L. Wills

RLW: jr
Encl.

PLAINTIFF'S EXHIBIT

ASA-888

PRICES SUBJECT TO CHANGE WITHOUT NOTICE. ALL QUOTATIONS UNLESS OTHERWISE STATED ARE FOR IMMEDIATE ACCEPTANCE ONLY. QUOTATIONS AND CONTRACTS ARE SUBJECT TO APPROVAL OF AN EXECUTIVE OFFICER OF THIS COMPANY. RIGHT IS RESERVED FOR AN EXECUTIVE OFFICER TO CHANGE PRICES AND TERMS BEFORE ACCEPTING ORDERS. ALL AGREEMENTS ARE CONTINGENT UPON STRIKES, ACCIDENTS AND OTHER CONDITIONS BEYOND OUR CONTROL. STENOGRAPHIC ERRORS ARE SUBJECT TO CORRECTION. ADDRESS ALL COMMUNICATIONS TO THE COMPANY.

ASARCO ELP 0006059

Standard Asbestos Mfg. & Insulating Co.

MANUFACTURERS---CONTRACTORS

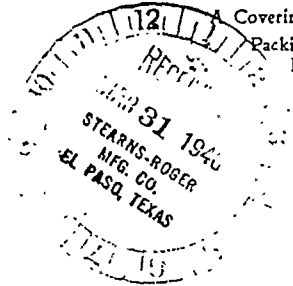
Telephones:

Kansas City, Victor 3721
Tulsa, Okla., 2-5664
Oklahoma City, 7-7035
Borger, Texas, 520
Houston, Texas, Capital 2529

P. O. BOX 1105

BORGER, TEXAS
March 29, 1948

Materials for the Insulation
of Heat and Cold
Covering for every purpose
Packings and Gaskets
Refractories



The Stearns-Rogers Mfg. Co.
P.O. Box 38
El Paso, Texas,

Attention: Mr. R.L. Wills

Gentlemen,

This will confirm our conversation as of March 26th, with reference our handling any insulation in connection with your Smelter project there at El Paso, Texas, on which materials have already been purchased.

On jobs of this nature, where materials have already been purchased and we are not familiar with the conditions of the job etc, we would be reluctant in submitting a firm bid on a labor contract only. We believe a substantial saving can be effected by handling a labor contract on a cost plus basis, on which our terms would be as follows,

Actual labor, at prevailing rate of scale, plus \$.06% Ins. Plus 13% Overhead, Plus 10% Profit. Since El Paso is in the Albuquerque territory, we would no doubt use men from that Local, with the exception of a foreman which we would send from Borger. All card men would receive bus fare, & travel time to the job from their respective locals, either Borger or El Paso, when they reported to the job and they would also receive bus fare and travel time from the job back to their respective locals after the job was completed. All card men also would receive room and board to the amount of \$24.50 per week while on the job.

We would send only what men that was actually required for the job and would assure you that a very reliable competent foreman would be furnished from Borger. This would be necessary due to the fact that the work is so far from our Borger branch that we could not personally supervise the work at all times but would have a reliable foreman in charge. We are very careful on cost plus work to furnish only the most reliable men.

We thank you for the privilege of submitting our terms on this work and trust that we will be given the privilege of installing these materials for you.

Very truly yours,

STANDARD ASBESTOS MFG. & INSULATING COMPANY

By Walter M. Brown
Walter M. Brown - Dist. Manager

ASARCO ELP 0006060