

**PLAINTIFF'S
EXHIBIT**

JM-1193

March 16, 1978

Mr. Alan Nelson
Director & General Manager
Turners Asbestos Fibres Ltd.
P. O. Box 15 (Salford PDO)
Ashburton Road West,
Manchester M17 1TA
England

Dear Alan,

Thank you for your visit, and for the interesting and frank discussions we had on the status of the asbestos industry. I hope your return trip was pleasant and not too tiring.

You asked me about the possibility of some price concession on the fibres which you purchase from us for your plants in the U.K., particularly on grade 6D on which you said that you had received some attractive offers from other suppliers.

I could not answer you immediately because I was under the impression that we were already doing something special for you, but I had to verify this first to be sure that I was correct. As I suspected, and as it was confirmed to me, the only grade on which we have steadfastly refused to grant any discount is Paperbestos #5. In other words, we do give Bell a discount of 5 percent on their purchases in your behalf. This includes 6D30.

I trust this will make your return to Manchester a little more triumphant. With kind regards,

Sincerely,

D. Poutiatine
Director Marketing

Bcc:
L. Siebert
M. W. Blackhurst - Mississauga

MTC 017741