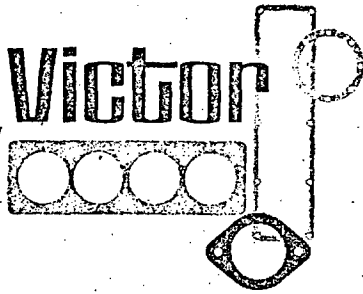


August 29, 1969



TO: J. M. Beeson
J. D. Buescher
C. H. King
M. Kinsey
J. J. Rokos
L. J. Smagatz
C. C. Ulfing
C. W. Watrous

CC: L. G. Stohler
J. R. Derpack
H. Dehr
G. W. Phillips

SUBJECT: CORK - CORK/RUBBER PARTS

Attached is a listing of tooling purchased from Mundet. In addition to these numbers, there are twelve dies that have not been identified at this time. A supplemental list will be sent as soon as these are identified.

Will you please start now to solicit business for these and similar parts at your accounts. Please obtain current prints on the parts, an estimate of volume and determine if the part is production or service. Obviously, any competitive information would be welcome. Send this information to me.

I will review the parts, and with your help, select those desirable items we want to go after. If necessary, we can quote on all parts, but we want to concentrate on those that best fill our needs for volume and profitability. Wherever possible, we will use information obtained from O. E. Service and Churubusco as a guide in pricing the parts. Quotations will be sent to you for submission and negotiation with your accounts. While many contracts have already been let, we have had indication that business is available as a second source or on a spot buy basis.

As a guide, the following would be our probable preference for business:

1. Cork and rubber
2. Latex coated fiber
3. Latex coated cork
4. Cork

This is an extremely important project and I'm sure I can count on your help.

J. F. Feldmann

Enclosure
lrs

VPD-91-0000082