

G A F Corporation

140 West 51 Street
New York, New York 10020
Telephone (212) 582-7600

PLAINTIFF'S EXHIBIT

BIR-526



January 16, 1969

PBL

Mr. A.E. Plummer, Purchasing
Bird & Son
East Walpole, Mass. 02032

Dear Mr. Plummer:

Unfortunately, since my letters of November 19th and 26th regarding Dry Asbestos Saturating Felts, we have not had the opportunity to make shipments to your fine company. In a conversation with our plant, I was informed that your order #11-01-0912 covering three cars of this material has been received.

In the first of these cars which is due for delivery to East Walpole by February 3, 1969, we will include a roll of the same #10 Asbestos Felt which we use ourselves to saturate for roofing purposes. This roll will be specially marked and will have the physical properties outlined in my letter of November 26, 1968.

If you find that this Dry Asbestos Felt will work as satisfactorily as we have found it to be, we can continue to supply it on the basis of \$190.00 per ton delivered to East Walpole. If you decide that you want to continue with the old formulation, we will have to increase our selling price to \$199.50 per ton effective March 1, 1969, for the reasons explained during our very pleasant visit on November 14th.

We will be interested in receiving the benefit of your comments after you have had an opportunity to evaluate the sample roll.

Cordially yours,

Wm. C. O'Brien

Wm. C. O'Brien
General Sales Manager
Industrial Products Div.

WCOB:LK

This letter is on GAF Bond; It can be used directly for Diazo Reproduction.

BIRD 011738

149 1739 51 5000
New York, New York 10020
Telephone (212) 512-7000

PBL.
C. Roman

November 26, 1968

Mr. A.E. Plummer, Purchasing
Bird & Son
East Walpole, Mass. 02032

Dear Mr. Plummer:

In accordance with my promise, I am outlining below the physical properties of our #10 Asbestos Felt:

Weight/100 Square Feet	9 - 9.5 Lbs.
Caliper	.020" - .022"
Tensile (W.D)	30 - 35
Tensile (C.D)	10 - 11
Tear (C.D)	150 - 200
Kerosene Value	70
Asbestos Content	85%
Mullen Burst	14
Maximum Moisture	3%

As previously advised, this is the same product which we use for our own Saturated Asbestos Roofing Felt. Because of the economics involved, I will include a specially marked roll with your next delivery of #10 Dry Asbestos Felt.

After you have had an opportunity to evaluate this roll, I will appreciate the benefit of your comments.

Cordially yours,

Wm. C. O'Brien

Wm. C. O'Brien
Manager of Marketing
Industrial Products Div.

WCOB:DK

Forrest
special call - please handle
Please note another
case

BIRD 011739