you have got to realize you are experimenting with thousands of dollars of things.

Everything that comes along you test and check it, see whether it is better or worse or whatever.

Q But as a company, that was a procedure that you thought was an appropriate procedure for a company to follow?

That is, you test something before you sell it?

A Yes.

Q Now, in the 1940s, am I correct that the asbestos workers that you were selling the fiberglass pipecovering to were also using asbestos-containing pipecovering and block?

A I think only as a competitive material.

Q So the asbestos pipecovering and block was a competitive product to the fiberglass that you were selling?

A Right, a high temperature material. I mean, there is lots of other insulations sold that are made