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Mead Paper Specialty

South Lee, Massachusetts 01260

Telephone 413-243-1231

December 9, 1975

Mr. Jerry Zehner
Purchasing Manager
Borg-Warner Corporation
Brummer/Spring Division
700 South 25th Avenue
Bellwood, Illinois 60104

Dear Jerry:

I am enclosing a copy of an article from the December 15 issue of Business Week concerning asbestos.

I think it covers the current and future asbestos market very well and I am sure it paints the picture as to what you, we and the automotive industry can expect in the way of price stability. It is not very comforting to say the least.

During my last visit part of the technical discussion was centered on possible substitutions for asbestos - this article seemingly covers that aspect also without much encouragement.

Any suggestions? Just another problem to add to the confusion.

While they say you should never cover two subjects in one letter I am going to anyway.

I am very sorry I did not get back to see you. I really had expected John to show up sooner; but you heard, I am sure, about his car problem which delayed him beyond his control. As a result of all that, I stayed to take notes of the meeting so we hopefully would not miss anything when we got back.

However, our very brief discussion centered around the large inventory we now have of friction paper and the possibility of missing a January run of friction paper to bring this inventory in line. Naturally, we would run any grade that you required which was not in inventory and required for production. Does that sound reasonable? Let John or I know if you agree.

If you can or could let us know as soon as possible we would appreciate it as we would like to schedule or reschedule the machine accordingly.

Best regards and have an excellent holiday season.

Sincerely,
MEAD PAPER SPECIALTY

118692

D. B. Wilkinson, Jr.
Manager, Specialty & International Sales

DBW:h
Enclosure
cc: J.M. Nolan (Mead), E. Ferris (B-W)

bc: E. R. Stacy