PLAINTIFF'S EXHIBIT
JMMC-259

Houston Office
February 6, 1957

C. A. Wirsig - New York

Cast Iron Specifications
ASA Specifications
Your Letter February 4

My own notes do not reflect exactly the same concept of our discussion at Skytop as that indicated by your subject letter. I can readily see that I might have given the impression I could secure comments or analyses by engineers reflecting their attitude toward the ASA Specifications for cast iron pipe and possible deviations therefrom.

Actually, I had in mind sending you examples of specifications promulgated by various consulting engineers in this area which would show the manner in which the ASA Specifications are being used. One might be justified in saying that an analysis of some of these engineering specifications might very well show how the engineers themselves are being "used" by our cast iron competition.

In any event, I believe I am familiar with your general aims and I certainly have definite ideas regarding information which should be given to our salesmen in order to clarify and improve their knowledge of our metallic competition. I will endeavor to supply you with useable material as far as possible in advance of your deadline.

While I dimly recall the correspondence you mention regarding a job in Louisiana, I am unable to identify the specific situation at the moment. It seems to me that it was a job in connection with which I addressed a letter to our Mr. McCarty. If you can identify the job by subject, I would like to resurrect my own file for review.

W. H. Waring

WHW/plg

cc: File

Division Headquarters
February 4, 1957

W. H. Waring - Houston AIR MAIL

Cast Iron Specifications
ASA Specifications

At Skytop, you indicated that you could secure and forward to us comments or analyses by engineers and possibly water works customers in your area regarding the adequacy and/or desirability of ASA Specifications for cast iron pipe from a design and specification point of view. Would appreciate any and all information you can get from outside authoritative sources in addition to any and all ideas that you yourself have on the subject. The end use of this material would be in summarized form to appear in a bulletin for wide distribution to our sales force.

We are aiming for a two-month deadline, which would be around the end of March. Would appreciate very much your help.

O. A. Wirsig

oaw/aec

P. S. I recall correspondence you sent in regarding a job in Louisiana where a consulting engineer received a letter from a Mr. Starns, of the American Cast Iron Pipe Company. Your letter accompanying this correspondence, I thought, placed this whole matter in proper perspective as far as the practical facts are concerned.

O. A. Wirsig

Division Headquarters
February 4, 1957

W. H. Waring - Houston

AIR MAIL

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