

C. A. Norris

PLAINTIFF'S EXHIBIT

BIR-493

December 30, 1971

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

Re: Asbestos roofing felts

Dear Art:

I hope to see you after 1/13/72, by which time you may have run the 455 Nicosat, 20 x 10 glass scrim reinforced, asbestos flashing base.

Our 1972 pricing for this 455 Nicosat will be \$4.45/100 ft², f.o.b. Norristown, Pa., in TL quantities. We have another version of this product, 452 Nicosat, which will be priced at \$4.15/100 ft². The difference between the two is as follows:

	<u>455 Nicosat</u>	<u>452 Nicosat</u>
Basic Weight	15#	13#
Lino weave scrim	20 x 10	16 x 8

Also on 2/1/72 we are increasing the price of our standard 9 1/2 lb. roofing felt, 453 Nicosat, and our parallel glass strand reinforced 9 1/2# roofing, 456 Nicosat, by \$5.00 per ton. The 453 Nicosat will be \$205.00 per ton and the 456 Nicosat will be \$230.00 per ton, both sold f.o.b. Norristown, Pa.

Continued.....

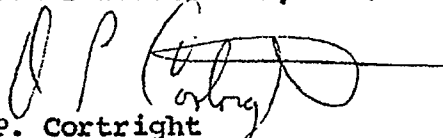
BIRD 015704

December 30, 1971

Asbestos roofing felts, Cont'd

We have been very fortunate, and have enjoyed a handsome volume of business, in our relationships with Perth Amboy and Shreveport in supplying 453 Nicosat, 9 1/2 lb roofing to them in 1971. We look forward to the opportunity of adding East Walpole as a valued customer.

Very truly yours,
NICOLET INDUSTRIES, INC.



D.P. Cortright
Marketing Manager

DPC/pk
cc: Mr. William L. Kimball
Mr. Lee Russell

