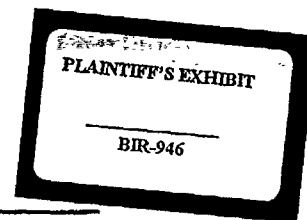




DOW CHEMICAL U.S.A.



March 2, 1982

20 WILLIAM STREET
WELLESLEY, MASSACHUSETTS 02181

617 • 237-2070

Mr. Ken Sutton
BIRD & SONS INC.
Technical Center
Washington Street
East Walpole, MA 02032

RE: COMPOSITE FELT TRIAL, SHREVEPORT, LA.

Dear Ken,

This will confirm our phone conversation 3/3/82 concerning a Composite Felt trial at your Shreveport, La. mill.

To share the cost of this trial, we are willing to supply whatever drums of Dow Latex XD30374.33 are needed on a no-charge basis. We estimate you will require 15-25 drums and only need a final figure from you to make the shipment.

We look forward to the trial.

Best regards,

Vincent J. Plansky
Account Manager
Designed Products Dept.
Dow Chemical U.S.A.

cm

cc: Mr. John E. Arnold, Mgr.-Technical Svcs., Bird & Sons

AN OPERATING UNIT OF THE DOW CHEMICAL COMPANY

BIRD 013994