



ASBESTOS
TEXTILES

H. K. PORTER COMPANY, INC.

THERMOID DIVISION

RECEIVED
AUG 14 1961

W. K. B.

CHARLOTTE WORKS
P. O. Box 10516
Charlotte, North Carolina

August 10, 1961

Walker
P 27 A
3/23/82

Mr. J. A. Carleton
Newport News Shipbuilding and Dry Dock Company
Newport News, Virginia

Dear Mr. Carleton:

Our representative, Mr. Frank Williams, has advised me that we lost out on your inquiry 32-26 dated July 10th for 6,000 lbs. of our style #2092 dry woven asbestos cloth such as heretofor furnished. This is a little disturbing because this is a special cloth designed for the job and for that reason, the price quoted is attractive when that type of cloth is supplied. It is true as I mentioned to you that with other shipbuilders some of our competitors have offered to supply at a low price and orders have been placed only to find upon application of the material that while it might come within the Navy Specification, it does not embody the characteristics that are found in our #2092. As an illustration, our #2092 is dry woven, it is soft, pliable and absorptive.

If my understanding is correct, it is the same manufacturer who has attempted in other cases to have their cloth substituted for ours and the results as experienced is that the yarn is drafted by wet process; the cloth is filled and this eliminates the pliability because all of the stretch is taken out. In addition, the adhesive does not absorb as well and in some instances, we were told, the cloth actually falls off because it lacks these characteristics as we have specially built in this #2092 material.

I sincerely hope that you will not have this difficulty as others have had but with our friendly relations over the years, it is not a matter of losing the order, it is a matter of being sure that you get the product you pay for and the job you do can be done with the material you have purchased as well as it could have been with the product designed for the job.

I am particularly anxious and am soliciting your good advice as to how this material works when you get it as compared to this #2092 material we have developed because if it is unnecessary for us to build these extra qualities in our cloth, then we too could supply this cloth made in a different manner at a somewhat lower price per square yard.

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ATTACHED
COPY TO

Mr. Baxter Foreman Pipe Covers

Your Comments Please
HKP

PLAINTIFF'S
EXHIBIT
55-115

Newport News Shipbuilding & Dry Dock Company

Page 2

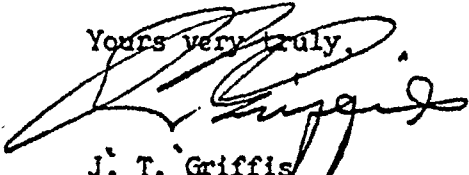
August 10, 1961

I sincerely appreciate every order and each and every consideration that you have been so generous to give us in the past but I hope you will understand my concern about this particular product because it is necessary for a manufacturer to do his best to see that his customers get not only quality but full value for every dollar spent. whether it be our own material or something that may be offered as a substitute.

Thank you for your consideration and I hope that you will let me hear from you in due course.

With best personal regards.

Yours very truly,



J. T. Griffis
Sales Manager

JTG/dl