PLAINTIFF'S
EXHIBIT
KN-343

September 18, 1970

Mr. P. H. Becker
Keene Corporation
Sound Control Division
U. S. #1
Princeton, N. J. 08540

Dear Mr. Becker:

The half car of Pyrospray Type T, eventually received on July 6, was ordered for two metal buildings requiring approx. 20,000 lbs. of material. These jobs had to be started no later than June 5. On May 22 while visiting in your Dallas office with Frank Schulte and Howard Tiemann, the subject of these jobs came up. They wanted me to take a carload of Pyrospray, and assured me that it could be in Dallas in plenty of time to meet the deadline. I didn't want a carload of asbestos type fiber because of all the adverse publicity coming out about the product. They suggested a split car, and I agreed to that arrangement, as it would give me enough material for the two jobs with a little left over; and by then perhaps Pyrospray KDB would be available again.

No information was available on the shipping date of the material by June 3, so other material had to be used for the two buildings. At the time this presented no problem, as we had two accustical jobs and a large insulation job which would take all I had in stock, plus what Keene had in their warehouse. All three of these jobs were cancelled because of the pollution scare. We have not used one bag from the July 6 car. If the material had arrived when promised it would have been used and paid for.

Naturally, these cancellations were a financial blow. However, we are working on several things, mainly existing metal buildings, which could change our financial condition very soon; and we hope some arrangement can be worked our with the Keene Corp. regarding the material on hand.

Very truly yours,

SPRAY PRODUCTS CO.

Thomas S. Chenoweth

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