PORTER

H. K. PORTER COMPANY, INC.

REFRACTORIES DIVISION

PORTER BUILDING • PITTSBURGH, PENNSYLVANIA 15219

AREA CODE 412
TEL. 391-1800

November 30, 1964

Wallace P
2-70
3/23/82

Mr. W. K. Dayter
Foreman Boiler Repairs
Newport News Shipbuilding
Newport News, Virginia

Dear Mr. Bayter:

We believe you'll agree that today's melting furnaces have required the development of an entire new breed of refractories in order to provide economical lining life under progressively more severe operating conditions.

In previous correspondence, we have discussed some of the products we have developed. The attached reprint covering the introduction of one of our new products, published in the Wall Street Journal and Time magazine, is an example.

We have developed highly specialized refractories for other industries than steel.

Again, our best approach to being of service is for our representative to discuss our program with you. Or, we can mail you data you would like to have. Just process the attached card.

Cordially,

J. A. Pierce

J. A. Pierce
Vice President & General Manager

PLAINTIFF'S EXHIBIT
SS-123
Blumberg No. 5113