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May 29, 1987

Mr. Richard C. McConkie
Distribution Management Associates, Inc.
1180 East Big Beaver
Troy, Michigan 48083

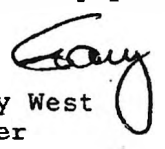
Dear Mr. McConkie,

The time is rapidly approaching when we will make a decision on which material will be used to replace our current asbestos materials. Victopak 69 is a highly touted material and most of our tests have shown this to be true. Now that we are this close I must once again ask you if Victor can consistently manufacture this product to close tolerance specifications. (ie .001 increments like .018, .019, .020, .021 and so on) The final criteria of this evaluation is greatly dependant upon material manufactures being able to meet our specific material needs as determined by Industry Products. Please check this out very thoroughly and respond with your answer in a letter. State your capability and where you would manufacture the material.

When we make the final selection, should Victopak 69 be the one we choose, our Engineers will probably want to sit down with your Engineering technical representatives. Review specific data so we can write an Engineering specification to cover the new product.

Until our next correspondence on this matter I remain.

Sincerely yours,


Gary West
Buyer

GW:klg

cc: Ken Cleveland
Jim Cole
Kurt List
Ashoh Shrotriya