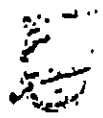


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THE CAPE ASBESTOS COMPANY LIMITED

HEAD OFFICE 114 & 116 PARK STREET LONDON W.1

TELEPHONE GROSVENOR 6022

TELEGRAMS INCORRUPT LONDON

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Mr. Russell Brittingham,
The Pittsburgh Corning Corporation,
One Gateway Center,
Pittsburgh 22.

29th January, 1964

Dear Russ,

You may remember that I wrote to you some little time ago to tell you that we were intending to try to produce a Unibestos type of pipe section at our United Kingdom factories, and you very kindly agreed to establish a liaison between our Barking factory and your Tyler plant so that this could be achieved.

I should like to say at once that this liaison has worked very successfully and that we are very grateful for the help you have given us in this connection. I only hope that we may have been able to help you in your efforts to produce Unibestos in block form.

My purpose in writing to you now is to ask whether you will allow us to use the name 'Unibestos' in order to describe the product that we intend to market in the United Kingdom and through our normal sales channels overseas. We have not decided whether we should use the word 'Unibestos' alone or whether to refer to the product as 'Caposite-Unibestos'. To the best of our knowledge there are no trade mark complications but we should not consider using the name unless you agree that we may do so.



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PC 0000277

THE CAPE ASBESTOS COMPANY LTD.

CONTINUATION SHEET NO

1.

Kr. Russell Brittingham

29th January, 1964

I do suggest that there may be some mutual advantage in our both using this name since it would give a measure of interchangeability, and would particularly be of value when considering international specifications. It has also been suggested to me that there may be some future in joint advertisement with the object of giving the name a somewhat more international flavour.

I hope that you will agree but please do not hesitate to let me know quite frankly what you think.

Yours sincerely,

Dick.

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RG/WG

PC 0000230