KOSOKU ELECTRIC CO., LTD.
48-17, ITABASHI 1-CHOME, ITABASHI-KU, TOKYO, JAPAN, TEL.: (03) 962-2271
TELEX: 2723326 KOSLEC J, CABLE ADDRESS: KOSOKUELC TOKYO

Tokyo: Sept. 11, 1982
Our Ref.: 3509

Asbestos Information NA
1745 Jefferson Davis Highway
Crystal Square Suite 509
Arlington, Virginia 22202

Dear Sirs,
Your name and address have been given to us by the courtesy of Asbestons Institute for Occupational and Environmental Safety & Health, Neuss, West Germany.

We have made a portable bandsaw under joint development with the above Asbestos Institute and Eternit AG in Germany to cut Asbestos sheets and pipes without producing any airborne Asbestos dust which is very health-hazardous for workers engaged in Asbestos working.
With this bandsaw contamination with Asbestos powder during cutting Asbestos, since long worried among Asbestos industries could be eliminated drastically - Asbestos dust just drops in conglomeration - without airborne dust.
We trust this bandsaw would be one of the best solutions in over-coming Asbestos pollution.

We are planning to market this band saw in the United States, too and for this purpose we ask you to kindly introduce us some potential firms who might be interested in distributing this type of tools in USA.
We are selling this type of bandsaws for thousands of sets only in Germany and wonder how many could be sold in the States.
For our market reserch purpose, we would like to figure out the numbers of might-be users of our band saws in the States.
We wonder probablly you might have some informations available about the numbers of the factories and/or workshops where exclusively Asbestons sheets (corrugated) and pipes are processed in all USA.
If you would have any informations as outlined above, please let us have them. Or if you don't have yourselves, please kindly advise us where such informations are available.

Looking for your kind favor by return of airmail, we are,

Yours faithfully,

KOSOKU ELECTRIC CO., LTD.

T. Shirasaki, Foreign Trade Dept.

TS/am

PLAINTIFF'S EXHIBIT
CAP-1660

ELECTRIC POWER TOOLS : ANGLE GRINDER, HAND GRINDER, SANDER, ROTARY BAND SAW, PRECISION METAL CUTTER, HIGH-FREQUENCY GRINDER, ETC.
GRINDING WHEELS : "RESINOX" RAISED HUB WHEELS, FLEXIBLE RAISED HUB WHEELS, CUT-OFF WHEELS, ETC.
ELECTRONIC APPLIANCES AND INDUSTRIAL EQUIPMENTS.