92-00323-003

cc HW Jeffords

5197 0496

May 1, 1935.

Dear Mr. Jeffords: re: Asbestos Bags for Dust Collection

We have been doing some more thinking about this matter of seamless bags vs interlocked seamed bags.

The St. Joseph Lead Company, whom we approached in the early part of this year, manifested genuine interest in our proposed bag, but was skeptical about the strength of a seamed bag, across the seam. They are obviously in favor of a seamless bag.

The New Jersey Zinc Company requires a seamless bag.

Suppose we make a tensile strength test across the sewed seam of one of our bags and compare the result with a strength test across the apparent seam of a seamless bag - both bags to be made of cloth 125 J.

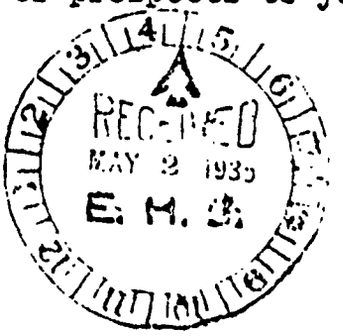
Meanwhile, we will obtain, indirectly, a price quotation on K and M seamless bags.

If it is found that our seamed bag does not compare in strength with the seamless bag, or if the trade apparently cannot be converted to the seamed bag, and provided the definitely indicated market for seamless bags warrants it, then we could no doubt go into the production of seamless bags.

We believe that it behooves us to keep this seamless bag very definitely in mind, because among other things, as we pointed out on April 29, it would be very discouraging to drum up some valuable prospects only to risk losing them to a competitor because of a customer's preference for the seamless type.

With the present upswing of the non-ferrous metal industries, the greater activity in brass and bronze scrap smelting and white metal smelting together with the widespread agitation for dust prevention in industry, the sales opportunities for bags are manifestly greater than they have been for the last three years.

Today, we are mailing a circular letter to some thirty major prospects in the non-ferrous smelting industries. To save time, and because we presume the Charleston stenographic force is working on the catalog listing, we will have this work done locally and mailed from Newark, sending a copy of the letter and the list of prospects to you.



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