

FILE NAME: Thane (THAN)

DATE: 1979 Sept 12

DOC#: THAN038

DOCUMENT DESCRIPTION: Bulletin to Industrial Managers RE Asbestos

KANSAS CITY, KANSAS
September 12, 1979

BULLETIN TO INDUSTRIAL MANAGERS

FROM: Bob Mann

SUBJECT: ASBESTOS

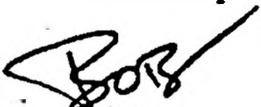
Joe Munder of Carey Canadian has advised the following re-alignment of their distributor network after we advised them that we would no longer stock their products.

Kron Chemical, headquartered in Houston, will represent them in that market and Dallas, but will service the New Orleans area from their Houston branch, and Oklahoma City out of the Dallas operation.

Archway Chemical, headquartered in St. Louis, with a branch in Kansas City, will handle these respective markets, including Omaha and Des Moines which will be serviced out of Kansas City, and the Memphis market for LTL business only out of St. Louis.

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Four branches are authorized to continue as third party non-stocking distributors only, and these are Memphis, Minneapolis, Denver and Mobile.

We are beginning to deplete our inventories of various asbestos products, and we want everyone's cooperation in pulling from other branch locations until our total inventory is depleted. Any branch having inventory remaining as of this date should review the microfiche for the closest branch selling that particular type of product and negotiate a transfer of the material if they cannot dispose of it locally.


RMM:aw