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TURNER BROTHERS ASBESTOS COMPANY LTD.

Office of Origin	To
London	A. C. Mann, Esq. Rochdale 68/692

Ref:- EAE/PM
ACM

Your Ref:-

CONFIDENTIAL

2nd March, 1967.

Kitty & Wyatt Ltd.
I.C.I. Ltd.

With further reference to my letter February 23rd, I had a talk with Mr. Deykin yesterday on the lines we agreed when we met on Monday.

In the first place Mr. Deykin is now personally contacting all the I.C.I. factories at approximately two monthly intervals, and is very happy with the progress he is making.

He estimates that Billingham purchase a good deal more than 50% of the overall I.C.I. cloth requirements, and last year he made noticeable progress in obtaining this business at the expense of B.B. & A. He has heard nothing of any instruction which would affect his cloth sales to I.C.I., but he will be visiting Billingham in about two week's time to see Mr. Laidlaw who purchases the cloth, and also Mr. Everington who is concerned with insulation. His association with Mr. Everington is simply one of old friends.

I explained to Mr. Deykin why we felt it necessary to ensure that I.C.I. were well aware of the existence of aluminised cloths and the attraction of this type of material, and he has asked me to send him further samples and details. Mr. Deykin was not lacking in understanding of the reasons why we may want to sell aluminised cloth direct to I.C.I., but he suggests we have another talk about this after he has been to Billingham and Hilton.

.....

Mr Stott
for discussion
please
AGW

Copy taken.
Gen 9/3

TURNER BROTHERS ASBESTOS CO. LTD. CONTINUATION DATE 2.3.67

- 2 -

I have already told him that if we supply glass cloth for any purpose for which asbestos is no longer acceptable, we would have to go direct and that we did not envisage making him any allowance as this would be economically out of the question.

This seems to me to be as far as we can go at the moment.

E. A. Edmonds

Mr Mann.
Would you like an extra copy for Mr Nash?

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