

123 WEST 23RD. AVENUE
NORTH KANSAS CITY, MISSOURI 64116
AREA CODE 816 221-1830

TNEMEC COMPANY
INCORPORATED

CORROSION
RESISTANT
COATINGS

March 29, 1968
"Our 47th Year"

Mr. Robert M. Burns
Victor Divisions - Dana Corporation
P. O. Box 1333
Chicago, Illinois 60690

Dear Bob:

In all probability the tentative ideas we suggested in your offices in September toward acquiring the Smith & Kanzler Company have long since been negated by the Dana management. This is fine, and I'm just dropping you this note to make sure both parties are dropping the proposed program.

As a matter of fact, since that meeting in your office early in September, we have been doing a lot of checking into the fireproofing field. The more we have learned, the more we have become disenchanted. I hasten to add that this is in no way a reflection on Smith & Kanzler Company, but there are too many factor involved in promoting and selling the material that would not mesh with our present capabilities.

I do want to thank you, Bob, for your interest and efforts toward getting something worked out. Getting to know you was a pleasure for me. One of these fine days I would hope we might still get in that second game of golf.

Sincerely,

TNEMEC COMPANY, INC.



Albert C. Bean
President

ACB:b

Dear Ace -

Thanks for your letter of 3/19/68. ~~Our folks / f~~
I agree with your decision. This is one reason we have not
pursued the matter.
When you next come to Chicago call me so we can play ~~medial~~.

Best regards

VPD-158-0000507

Wally Bob.

DANA-156

Dear Ace -

Your thoughtfulness in writing us is certainly appreciated.

We can understand your position, ^{and} in many ways coincide with you. At present however, things are working out rather well. We have an active license in Canada, California and Australia. Our backlog in New Jersey is higher than any of the last five years.

Give my regards to your lovely wife and remember to call me when you are coming to visit your relatives in Chicago. I still want revenge on my golf course - Medinah.

Best personal regards -

R.B.

W.B. 10/1