

FILE NAME: Copeland (COP)

DATE: 1987 June 15

DOC#: COP005

DOCUMENT DESCRIPTION: Letter



DISTRIBUTION MANAGEMENT ASSOCIATES, INC.

Just List -

June 15, 1987

Copeland Corporation
1675 Campbell Road
Sidney, OH 45365-0669
Gary West

Dear Gary,

I am happy to hear that our Victopac 69 material has been performing well in your tests. This letter is to assure you that we are able to manufacture this material to the close tolerances that you require. Victor can manufacture this material in increments of .001 with a tolerance of +/- .002. Because of the tight tolerances and the necessity to hand sort, orders will be subject to minimum quantity requirements as specified previously to Industry Products. In addition this special handling will result in lead times of 6-8 weeks.

We thank you for your consideration and would be happy if selected to have someone from Victor's technical staff meet with one of your representatives to review engineering specifications. If you have any further questions please feel free to call.

Sincerely,

A handwritten signature in cursive script, appearing to read 'G Walborn'.

Glen Walborn
Manager, Sales Operations

VICTOR PRODUCTS
DIV. OF DANA CORP.
1945 OHIO ST.
LISLE, ILL

312-

*Copy to Kurt Just
Jim Cole 9/8/87
Gary*

COP 1589