FILE NAME: Crane Company (CRC)

DATE: 1962 Oct 30

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DOCUMENT DESCRIPTION: Letter from Crane Supply Company with Attachment of Crane Supply Company Personnel Attending May 20 Meeting

October 30, 1962

Crane Supply Company
310 Commerce Circle
Sacramento, California

Gentlemen:

I am happy to enclose our new Agreement setting forth the terms of purchase of TRANSITE pipe by your good company. Though we have enjoyed your excellent support for many years without the use of such a document, we feel this formalization of our business relationship will be of mutual benefit.

Advantages of this agreement include the establishment of a standard price protection period and the written statements of policy covering discounts, transportation, etc., set forth in the Merchandising Plan. We believe this to be one method of reaffirming our support of the manufacturer-distributor-dealer chain of merchandising.

The success and growth of your company are very important to us, as our progress, in turn, is governed by your effectiveness in the distribution of our products. Thank you for your past business. We look forward to the future.

Sincerely,

G. A. Conley
District Manager

CRANE SUPPLY COMPANY PERSONNEL ATTENDING MAY 20 MEETING, SAN DIEGO

E. L. Hannon	V.P. and General Manager
R. L. Biller	Western Regional Manager
J. H. Smith	Albuquerque
W. C. Leslie	Denver
J. H. Segger	Oakland
G. L. Garrett	Ogden
S. B. Wescott	Phoenix
W. L. Russel	Portland
R. B. Critchlow	Provo
F. V. Ricci	Sacramento
J. E. Barrientos	Salinas
H. W. Leonhardt	Salt Lake City
Q. F. Sorensen	San Francisco
R. P. Berry	San Jose
F. S. Cooper	Seattle
J. P. Pearson	Spokane
E. Howsley	Reno