J-M Manufacturing Company, Inc.
1051 Sperry Road, Stockton, California 95206 • Tel.:(209) 982-1500 • Telex:359491 • Telecopier:(209) 465-8184

February 1, 1988

ALL DISTRIBUTORS:

Re: J-M To Cease Manufacture Of Asbestos Cement (A/C) Pipe Products
Effective: May 31, 1988

Because the use of A/C pipe products has declined drastically over the past few years, J-M will cease to manufacture these products on May 31, 1988 at Denison, Texas.

J-M has attempted to supply A/C pipe in a declining market while simultaneously producing sufficient volume per producing plant to remain economically viable. For this reason, the Stockton, California A/C facility was shut down in June of 1987 with Denison, Texas remaining as the sole A/C pipe producing facility in the J-M organization. As markets further declined, Denison production decreased from five days to three and then finally to two, at which point it is no longer economical to produce.

The decision to cease production was made only after very, very careful and thoughtful evaluation of all factors involved, including our loyal employees at Denison. It was a difficult decision, but the declining market left us no choice.

For those of you who are currently active with J-M A/C products, our personnel will closely coordinate with you to implement our withdrawal from the marketplace in as orderly a manner as possible.

A/C products have served the American public for a long, long time and we sincerely appreciate the business that we have had with you over the years.

Very truly yours,

Ernest H. Pronske
Vice President of Sales

EHP/mec

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