

FILE NAME: Saberhagen (SBH)

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DOCUMENT DESCRIPTION: Fibreboard Memo to all Engineering Service Units RE
Pabco Engineering Service Unit Agreement

Fibreboard

Paper Products Corporation

EXECUTIVE OFFICES • 475 BRANNAN STREET • SAN FRANCISCO 19, CALIFORNIA

February 5, 1959

TO ALL ENGINEERING SERVICE UNITS:

Subject: Pabco Engineering Service Unit Agreement

Gentlemen:

With respect to Exhibit A, please add to your Pabco Engineering Service Unit Agreement, under "Products",

Pabco "Precision Molded" Caltemp Pipe Covering, Blocks
and Cement

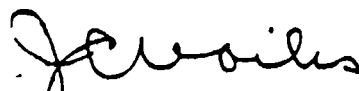
Pabco "Alumi-Shield" (Caltemp) Pipe Covering

With respect to Paragraph 1 under Exceptions of Exhibit B of subject Agreement, this exception reserves to us exclusive material-only sales rights to United States Government business bid and awarded at U. S. General Stores Supply Office, regardless of point of delivery. Competitive conditions over which we obviously have no control, have forced us in a few recent instances, to also bid direct to the Government on certain invitations opened at places other than U. S. General Stores Supply Office. This action on our part was taken, we sincerely believe, as a protective measure for both your interest and ours, insuring continued national use of our products by Federal agencies. Since it would seem that this condition is going to exist for an unknown length of time, we believe it would be best to formalize the situation; therefore, we herewith record that we also reserve "non-exclusive" material only sales rights with respect to United States Government business, regardless of bid point or point of delivery.

Should the above-referred-to competitive conditions change in the future, making the above reservation unnecessary for our mutual interests, then, of course, we will be very happy to withdraw the reservation as outlined in this letter.

Cordially yours,

FIBREBOARD PAPER PRODUCTS CORPORATION



J. C. Vpiles, General Manager
Pabco Industrial Insulations Division



JCV:ldh

FIBREBOARD SHIPPING CONTAINERS • PAPERBOARD • FOLDING CARTONS • SPECIALTY PACKAGES AND PACKAGING MATERIAL
PABCO ROOFING • GYPSUM • ASBESTOS-CEMENT • PAINTS • FLOOR COVERINGS • INDUSTRIAL INSULATION

EXHIBIT A-11