

CINCINNATI - FIBERS DEPARTMENT

October 15, 1965

TO: MR. R. W. CARPENTER
MR. J. D. DICKERSON
MR. W. P. DUCKWORTH
MR. R. A. KOLKER
MR. W. G. MEYER
MR. R. S. TEASLEY
MR. E. J. TRACEY

SUBJECT: H. K. Porter Company
Refractories Division

As most of your probably know, we have entered into a Private Brand Agreement with the subject Company. It promises to be a high potential account for us, and we will have Roy Carpenter, Ron Kolker and Phil Duckworth covering their Branch Offices.

In addition to warehousing this material in some of their Branch locations, they will also resell their Distributors our products at our T-1 prices. As indicated in a previous bulletin, we do not wish you to call on any of these Distributors unless specifically requested to do so. However, it is quite possible that in your travels, you may inadvertently call on an H. K. Porter Distributor. Should this happen, we would urge you to be extremely careful in quoting prices. Should you quote from our discount prices, we could have severe reverberations from the H. K. Porter Company, and we are most anxious to avoid this.

Thank you very much.

C. G. Morgan

CGM/sm