FILE NAME: Keene (KNE)

DATE: July 10, 1975

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DOCUMENT DESCRIPTION: 1975 Jul 10 Letter to Don-Ray International regarding Pro Forma Invoices for Calcium Silicate Pipe Insulation

JUL 1

cc: R. N. Haidinger
R. B. Martin
L. E. Feitt



July 10, 1975

Don-Ray International Pte. Limited
Goldhill Centre, 153-A
Thomson Road
Singapore 11

Att: Mr. Gilbert Chua
Managing Director

Dear Gilbert:

Thank you kindly for your letter of July 4th in reference to our previously provided pro forma invoices on both Keene's asbestos-containing and asbestos-free calcium silicate pipe insulation.

Needless to say, we are extremely sorry to hear that you have miscalculated the freight charges on this material to Singapore and thus the landed cost is non-competitive. There is absolutely nothing we can do further relative to this matter, as we have already quoted you our rock bottom prices. As a result of same I assume that we will thus conclude any possible business venture at this time. This is perfectly satisfactory to us as there are other companies in your country who have already indicated a desire to represent our insulation products in that part of the world.

Best regards.

Sincerely,

KEENE CORPORATION
INTERNATIONAL DIVISION

Robert J. Schirick
President

RJS:mbw

ote: R. B. Martin and L. E. Feitt - Based on Don-Ray's attached letter, I can only assume that any immediate opportunity to sell the asbestos-containing inventory of cal sil is dead.

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