

FILE NAME: Crane Company (CRC)

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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,

O. A. Conley
District Manager

October 30, 1962

Grane Supply Company
210 Commerce Circle
Sacramento, California

Gentlemen:

I am happy to enclose our new agreement setting forth the terms of purchase of TRANSIT'S 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.