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24 FEB 1967

TURNER BROTHERS ASBESTOS COMPANY LTD.

Office of Origin

London

A. C. Mann, Esq.

Rochdale

68/695-6

Ref: EAE/PM
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Your Ref:

Confidential

23rd February, 1967.

I.C.I. Ltd.

Thank you for your letter February 21st and, whilst the news is not greatly different from what I expected to hear, it is disappointing.

With the possibility that Mr. Lowndes might behave stupidly, I am sure Mr. Deykin will be keeping a closer contact than usual with the main I.C.I. factories, and I feel I should impress on him the seriousness of the situation. Until recently he had obtained only a modest amount of rope lagging business but since Cape retired from the field there has been a tendency for this to increase. I think we would be well advised not to send any Amosite-based rope to Witty & Wyatt for I.C.I., and I will vet enquiries to ensure that this is arranged.

I can envisage that Mr. Deykin will be hesitant to agree to our selling aluminised asbestos cloth direct to I.C.I., unless there is some quid pro quo giving him an interest in what we achieve.

I would be ready to talk to him on these lines, and I imagine you would have an allowance of 2½% in mind; on the other hand you may feel it untidy to have two discounts operating and decide to let him have the full 5%. I would appreciate your comments before I see Mr. Deykin and, indeed, we could perhaps discuss this when we meet on Monday next.

.....

*Mr. Deykin
has 00½%
to note please. has left with
dream with his right hand on that
12/2/67 may have to go direct. please
RHM*

TURNER BROTHERS ASBESTOS CO. LTD.

CONTINUATION

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The position regarding glass cloth may be a little easier, but from past experience I know that Mr. Deykin is always on the alert for what he terms the "thin end of the wedge".

E. A. Edmonds

130C