FILE NAME: Phenolic Resins (PHR)

DATE: 0000

DOC#: PHR030

DOCUMENT DESCRIPTION: Memo from THAN RE Asbestos Fibre

[illegible] 10, 19[illegible] ORLEANS OFFICE
Kansas City, Missouri

TO: ALL BRANCH MANAGERS & SALESMEN

SUBJECT: ASBESTOS FIBRE

PRINCIPAL: CAREY-CANADIAN MINES, LTD.

We have made arrangements with Carey-Canadian Mines, Ltd. to represent them in all areas with the exception of Chicago and Denver on their asbestos fibres for industrial use. These asbestos fibres are used in the following type product:

Asbestos Papers	Welding Rod
Brake Lining	Cable Installation
Asbestos Mill-Board	Sound-Deadening Compounds
Asbestos Cement Products	Cold Water Paint
Insulation Cements	Adhesives
Aluminum Asphalt Roof Coatings	Foundry Moulding & Core Sands
Roof Coatings	Dry Wall Joint Fillers
Caulking Compounds	Gypsum Plasters
Asphalt Rubber & Vinyl Floor Tile	Phenolic Molding Powders
	Radiator Sealing Compound

In 30 to 60 days we should be stocking these asbestos fibres in Minneapolis, Kansas City , and St. Louis. The exact grades and amounts will be determined by demand.

Our New Orleans and Houston branches have been representing Carey for some time with satisfactory results. They have men who will work with us in the field and they will back us up with technical assistance.

On your next regular trip, please contact all potential customers for asbestos fibres determine what they are using, and how it is being used, then request a sample for this application and to match this competitive grade from Mr. A. H. Bagenstose, Manager of Sales Engineers for Carey-Canadian at P. O. Box 95, Lockland, Cincinnati 15, Ohio.

We must buy in carloads and cannot have them ship LCL for us. They of course will ship carloads to our customers.

We receive a 10% commission on all these products. We will bill all shipments, even carloads. Shipment will be made from Canada.

The following are excluded accounts:

Armstrong Cork Company	Jackson, Mississippi
Eagle Picher Company	Joplin, Missouri
Empire Asbestos Products Co.	St. Louis, Missouri
Texaco, Inc.	Port Neches, Texas
Mastic Tile Div. of Ruberoid Co.	Houston, Texas
United States Gypsum Co.	Sweetwater, Texas
Bestwall Gypsum Co. of Certainteed	Acme, Texas

EXHIBIT NO. 9
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For the present they also exclude:

Ozmer Tempered Paint Company	Farmers Branch, Texas
Western Minerals Products Co	St. Paul, Minnesota & Omaha, Nebraska

later if we do a good job there is a possibility we can get them to turn this over to us.

When we represented Asbestos Corporation, the following were excluded accounts and we should give them particular attention now. Our principal reason for making this change is to secure technical assistance. We should be able to break into these accounts if they have not had any better service from Asbestos Corporation than we have had:

Riley Bros., Inc.	Burlington, Iowa
Gilman Paint & Varnish Co.	Chattanooga, Tennessee
Panther Oil & Grease	Fort Worth, Texas
Southwestern Petroleum Co.	Fort Worth, Texas
Standco Brake Lining Co.	Houston, Texas
Royal Oil Co.	Denver
U. S. Gypsum Co.	All Branches
National Gypsum Co.	All Branches

Please keep us informed of interest in your territory in order that we may arrange to stock grades that you need. A copy of Carey's latest price list and a short description of their products is being forwarded to the attention of every branch manager.

As soon as stocks are arranged a price sheet will be published listing LCL differentials.

Please call on us for any further information you need.

Yours truly

JIM ROBINSON

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