

To (Name) Mr. G. L. Dickson
Division UCC-Metals Division
Location Niagara Falls, NY

Date March 10, 1982

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Messrs.
G. M. Lincoln
J. E. Walsh
File

Subject Commercial Sales - Avco

Please arrange with Jack Walsh to insure a supply of RG-244 for Avco. In so doing, you should also determine the ultimate status of the Finderne warehouse. As you know, Avco's latest order is being provided on a "one-time-only" basis by Bouffard Associates. That does not seem to me to be a acceptable long term arrangement.

I assume Avco is being held as "commercial" because of their potential volume and that you intend to determine by personal contact in the near future whether you consider this a permanent status. We should probably explore, also, whether their application may have some spill-over to other customers or potential customers which might be another basis on which to retain the account.

I understand your interest in getting a complete listing of customers covered by distributors. By copy of this letter, I am requesting Jack to provide both you and I with such a list as soon as he can get it. The list should be available after his first quarterly meeting with our distributors.

R. E. Byrne, Jr.

REB:dal