

M E M O

FROM: Simon Loker

DATE: 6 December, '99

TO:	J. Marshall	M. Astin	R.B. Illingworth
	P. Marshall	S. Scull	I. Macdougall
	J. Robinson	J.D. Anderson	M. King
	G.B. Sabin	S. Bell	P. Lister
	D. Morrell	H. Kinniburgh	J. Laverack
	D. Jackson	T. Poole	J. Vilkh
	P. Dear	A. Bull	K. Edwards
	D. Morris Snr.	I. Thwaite	T. Rushton
	D. Rushworth	A. Walker	M. Law
	S. Letch	I. McCulloch	All Sales Off Mngs
	D. Brearley	D. Marsden	All Stock. Acc. "
	B. Jackson	R. Huckerby	All Cont. " "
	P. Staniforth	D. Morris Jnr.	All Spec. " "
	S. Mason	R. Taylor	All Clay Sales
	G. Moulton	R. Butterfield	Customer Advice
	M. Bushell	J. Ferguson	Paul Berry
	D. Vann	T. Downes	

Re: MARSHALLS REGISTER

As you should all be aware, we are in the process of launching and recruiting for the Marshalls Register.

The attached is the first stage recruitment package being sent to existing Layers Scheme members. The scheme is fully outlined within the document but, if you have any queries, I would suggest that you refer to either Paul Dear or David Jessop.

Regards.

Simon Loker

-oo0ooo-

SL/SO

6/12/99

MEMORANDUM

FROM : S. W. Jackson **DATE :** 20th December 1996

TO : All Sales Office Managers
All Sales Directors
All Sales Managers

c.c. : Technical Services Department
Customer Services Department
I. McCulloch
B. Illingworth
J. Riley

INLAID STEEL COVERS

Please note that we will shortly be transferring the main stocking site for the above from Sandy to Halifax.

This will include both the domestic range of covers and the specification range of covers.

When ordering for stock to individual Works the minimum will be for 1 pallet load of any particular size or load classification, pallets will not be split down.

This is a very lucrative 'add on' product which we should be selling considerably more than we are currently, if held in stock at local level. It may be interesting to know that Falkirk have outsold any other sales site in the country, obviously they know a good thing when they see one in Scotland.

It would also be advisable to advise all members of the Marshalls Layer Support Scheme of the range of domestic covers we offer, as these should prove to be readily saleable into that sector of the market.

Any queries on stock availability should be referred to Julian Riley.

-0000000-

SWJ/JO
20th December 1996.

MEMORANDUM

FROM : S. W. Jackson DATE : 19th December 1996

TO : All Sales Office Managers
All Sales Directors
All Sales Managers and Salesmen
Technical Services Department
Customer Services Department

cc: I. McCulloch
B. Illingworth

COLOUR COATED PRODUCTS

This memo is to clarify the position regarding our capabilities in terms of colour coating various products.

Block Paving

We have in the past, and are prepared in the future, to coat both Keyblok and Tegula to provide road line marking. The attached sketch shows the type of lining we are prepared to carry out. The 50mm lines are normally used in conservation areas and are coloured in primrose coloration, which is a lighter yellow than the normal road marking.

Please note that other lining will be considered in other coloration, where such queries arise please refer to me.

Flagging

We have regularly been asked to prepare flags with the disabled symbol, cycle symbol and number symbols, and have indeed prepared many of these over the past few years in a variety of coloration.

We will only carry out this work on Perfecta flagging, maximum size 450 x 450 with chamfer.

We have also carried out several schemes where designs by clients have been reproduced onto flags in colour.

Should a client require quotation for this work, we require the following information:

- a) Full artwork of the proposal to scale.
- b) Quantities.
- c) Colour reference (BS or RAL).
- d) Size and colour of flag.

cont/d

In all cases we require the full job title for reference.

These are quite lucrative products and sales of same, particularly Colour Top Block, should be persuade vigorously.

We do have certain sales advantages which should be used as "selling tools":

- a) The paint we use is not only colourfast, but it is also light fast.
- b) We can obtain colours to either of the BS ranges or the RAL range of colours.
- c) The durability of the paints we use is far superior to any of our competition.

It may be interesting to note that despite our price levels being considerably higher than some of our competition, we have still managed to maintain good sales of the colour topped products.

Should anybody have any queries please contact me on my direct line 01422 306015.

-oooOooo-

SWJ/JO
19th December 1996

Att.