

RECEIVED  
OCT 23 1969  
RECREATIVES INC.

October 21, 1969

Mr. W. J. Salter  
Manager, Planning & New  
Business Development  
Cryovac Limited  
2365 Dixie Road North  
Mississauga, Ontario, Canada

Dear Mr. Salter:

Thank you very much for the information with relation to Versatrek. I am quite familiar with this company but was unaware that it was again for sale.

Unfortunately, the company at the present time has very little to offer. Its location in Nova Scotia is far from the center of the market for all-terrain vehicles, which we believe to be the Great Lakes States and South.

In addition, there have been some severe mechanical difficulties experienced by Jiger which have caused this most recent financial crisis.

We believe that Recreatives, Inc. has already designed a unit superior to the Jiger model and through the establishment of manufacturing facilities in Buffalo, New York is closer to the all-terrain market.

I am not aware of any particular distributional strength that might come with the acquisition of Versatrek.

Therefore, I do not believe that W. R. Grace or Recreatives, Inc. should consider the acquisition of Versatrek.

Once again, thank you very much for the information.

Sincerely,

Sidney Wallach  
Executive Vice President  
New Enterprises Group

SW/mvw

cc: Messrs. D. A. Coape-Arnold  
F. Depew  
K. Godlewski