



PLAINTIFF'S EXHIBIT

NAR-111

NORTH AMERICAN REFRACTORIES CO.

A SUBSIDIARY OF ELTRA CORPORATION

NATIONAL CITY EAST 6th BUILDING • CLEVELAND, OHIO 44114

April 14, 1967

The Eagle-Picher Co.
Fibers and Minerals Division
American Building
Cincinnati, Ohio 45201

Attention : Mr. Lowell D. Graves
Manager National Accounts - Fibers Dept.

Dear Mr. Graves:

In accordance with agreement covered by your letters of November 16, 1965 and May 3, 1966, we attach a list of shipments that have been made, on which it was necessary to extend a 10% discount allowance. These are the shipments on which it is agreed you will extend to us a 5% functional discount, based on the F.O.B. Joplin, Missouri private brand price.

You will note the total amount is 21,156 board feet and based on a carload selling price of 18-cents per board foot, our 5% functional discount would amount to \$190.40. We would appreciate receiving your credit memorandum to cover.

Very truly yours,

NORTH AMERICAN REFRACTORIES CO.

G. A. Miller
Assistant to Sales Manager

GAM:hs

encl.



THE REFRACTORIES INSTITUTE

UNR 000933

Block Insulation Shipment

First quarter 1967

		Bldg.		
1967				
5	50-4680	336	Adrian W. Welch	
5	4685	336	E. J. Fox & Co.	
11	4738	96	Kellogg Mfg. Corp.	
20	4824	576	M. J. Kelly Co.	
6	90-2090	288	John J. McManis & Co.	
10	2101	6240	W. T. Hoffman Jr.	
13	2128	498	Ray Clay Products	
4	08-530	576	Burns & Zol Inc.	
2	550	144	W. T. Hoffman Jr.	
Feb 23	50-5094	1152	M. J. Kelly Co.	
28	5124	48	Kellogg Mfg. Corp.	
14	5007	90	M. J. Kelly Co.	
14	5014	240	Mumford & Hudson	
8	4967	225	W. C. Norcross Co.	
2	4918	372	Mumford & Hudson	
1	4906	480	W. C. Norcross Co.	
27	5108	2925	E. J. Fox & Co.	
1	06-5310	48	City of Lakewood	
17	5330	144	American Fire Brick Co.	
19	5333	48	Industrial Fire Brick Co.	
21	5337	48	"	
21	5346	192	American Fire Brick Co.	
March 9	90-2352	360	Specialty Brick & Refractories	
12	08-592	672	Burns & Zol Inc.	
17	595	960	"	
20	06-5378	360	Industrial Fire Brick Co.	
27	5388	288	American Fire Brick Co.	
29	5397	384	Industrial Fire Brick Co.	
29	50-5376	576	M. J. Kelly Co.	
22	5311	96	Kellogg Mfg. Corp.	
14	5248A	1410	Ohio Edison Co.	
9	5215	276	Mumford & Hudson Co.	
3	5170	96	Kellogg Mfg. Corp.	
1	5137	576	M. J. Kelly Co.	
		21,150		
		4,180		
		3,808.08		
		2.58		
		190.46		

UNR 000932