

DATE September 20, 1971

FOR Ribelin Distributors, Inc.
Garland, Texas

WHITTAKER PARK DANIELS, INC.

ATT: Mr. R. Boyd

FIRESTONE SYNTHETIC RUBBER &

SUBJ: LATEX COMPANY

LAKE CHARLES, LOUISIANA

INTER - OFFICE CORRESPONDENCE

*Pioneer
9/5-283-2330*

I am attaching a copy of a letter from Mr. A. A. Haymon, Jr., Buyer at this Firestone plant. As you will see, he states that on our Invoice No. 044838 they wish to debit us the difference between 1,600 and 2,000 bags of Talc. This shipment was made on June 8, 1971; however, the bill of lading calls for 2,000 bags, weight of 100,000#, and I am attaching a Xerox copy of that as well.

I checked back with Pioneer Talc. Mack Minyard at Allamore advised that it was standard practice, per R. G. Smith, to load 2,000 bags and he recalls a history of difficulty in shipments to subject company. Woody Glenn also confirmed that Bob Smith had advised to be very careful on this account and ship a good, full, tight load. The point of this is that our records all indicate 2,000 bags and we would have to have something one way or the other. I am, as you can see, well in the middle of this. Also, the unhappy thing is this is just coming to our attention after more than three months. What I want you to do is talk to these people as soon as possible and get an answer satisfactory to all of us. We do not want to win a battle and lose a war but by the same token 400 bags of Talc makes a difference between a profit and no profit at all for us. You might advise the customer that whenever they have a situation such as shortage, etc., to advise us immediately and not after a length of time. I will await your prompt reply on this overall situation.

John C. Woodruff
John C. Woodruff

JCW:jr
Attachments

318-882-1211

*10-4-71- out to Wed.
Call them. Ray*

PLAINTIFF'S
EXHIBIT
WCD-257

Willie S. Brunson

~~404-875-9511~~

~~404-428-1634~~ - ~~Atlanta~~
~~404-4655~~ - ~~Atlanta~~

October 6, 1971

~~Atlanta - 404-577-46~~

Mr. John Woodruff
Whittaker, Clark & Daniels, Inc.
1000 Coolidge Street
South Plainfield, New Jersey 07080

Dear John:

Re: Firestone Synthetic Rubber & Latex Company
Lake Charles, Louisiana

I talked with Mr. A. A. Haymon today regarding shortage reported by them from a car shipped in June. Mr. Haymon reports that his receiving department's report showed 1600-bags or 80,000-lbs. which he had questioned at the time. After further checking receiving, inventory control "which is a different department" and use records, they are convinced there was only 1600-bags in this car.

I understand from Harry Corby that 50-ft. cars with full floor load contains 32 units. The plant supposedly loaded 32 chip-board units of 60 bags each with 80 loose bags to fill in the open space in the door. It is possible these units may have had only 48 or 52 bags each, however, Harry doesn't think so since their records were set up for 60 bag units. The new procedure of including a loading sheet in the car should prove helpful. Mr. Haymon was glad to learn this is now standard procedure.

Mr. Haymon is convinced from his through checking that they only received 80,000-lbs. of Talc. Therefore, my recommendation is that you issue C/H to offset this difference.

It is perfectly agreeable with Firestone for cars to be loaded full floor in units of 60 bags each even though the total weight may run 100M-lbs. or more. Since going to the DF cars with full tight load, they haven't had a single complaint other than the above shortage.

Very truly yours,

RIBELIN DISTRIBUTORS, INC.

Rex Boyd