

THE GLIDDEN COMPANY

3901 HAWKINS POINT ROAD

G. S. WARNER
VICE PRESIDENT

BALTIMORE 26, MARYLAND

November 18, 1960.

Mr. G. F. Wyman, General Superintendent
The Ozark Smelting & Mining Company
P. O. Box 855
Coffeyville, Kansas

Dear Mr. Wyman:

I hope we are gradually overcoming some of the false starts and confusion that seems to always take place at the inception of any negotiation.

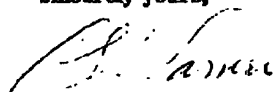
It seemed best to us at one point that all freight bills be submitted to Glidden for payment. I now find that the railroads are presenting these to the various warehouse locations, which is making for some degree of confusion. I therefore had Mr. Kelley call you and ask that in the future you prepay all freight, because I believe this will be the cleanest way of handling these and will furthermore save both of us a good deal of extra bookkeeping.

I am returning to you your invoices Nos. 07549, 07550, 07551, 07554 and 07555, which bill us for freight on shipments. These are freight charges which you have already paid, and for us to now pay you would only result in our having to again re-bill this freight to you at the end of the month, since the terms of sale to us are the standard price terms at 8.875 cents per pound, with the 1% cash discount if paid within ten days. I believe the simplest way of handling this is for you to simply cancel these freight invoices which you have already paid.

There are a number of freight invoices coming in from the railroads where you shipped freight collect. We will, of course, pay these and bill you for such freight at the end of the month.

If there are any questions on these, please get in touch with me directly, or else through Mr. Coolidge. I expect to be in Cleveland all of next week.

Sincerely yours,


G. S. Warner
Vice President

GSW:MVK

Enc.

cc: Mr. S. B. Coolidge, Jr.
Mr. W. K. Kelley



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