

The following letters to Jim O'Grady and Jim Hudgins are for information only. They really tells the core story and point out that we have nothing to be ashamed of in our method of handling cores. The thoughts in these letters still stand and can be of help to you in dealing with Jobbers on items relating to cores.

At this writing (March, 1983), we have a system where returns are monitored much more closely than ever before. We receive a print out from each Distribution Center on purchases and returns by each Jobber on a line by line basis. These purchases are compared with the Jobber's returns and where he (the Jobber) is over-returned on cores on a line, credit is withheld until such time as his purchases match his returns. When this is done, credit is released.

If you have any questions regarding our core handling as far as credits are concerned, contact Andrew Pitts.

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