

# UNITED SIERRA

DIVISION CYPRUS MINES CORPORATION

BOX 1201 TRENTON, NEW JERSEY 08606

June 23, 1969

TELEPHONE 609-883-5111 TWX 510-685-9585

*Write, Thank you & copy envelope  
also copy envelope with this letter*

Mr. B. F. Bouldin, Product Manager  
Industrial Chemical Division  
Thompson-Hayward Chemical Company  
P. O. Box 2383  
5200 Speaker Road  
Kansas City, Kansas 66110

Dear Bill,

Thank you for your letter of June 13th in which you commented regarding the talc situation at your Omaha branch and in which you requested that we review the situation with respect to Vogel Paint & Wax Company in Orange City, Iowa. This morning, I placed a call to you, only to learn that you were on vacation, so, instead, I talked with Max Mason. In a nutshell, we just plain overlooked the Vogel account transfer in our accounting department and as a consequence, we owe you a five percent (5%) commission on 189 tons of GLACIER 325, which has been shipped from Grand Island to Vogel Paint & Wax Company since the first of the year. This represents nine 21 ton truckloads picked up by Vogel. Accordingly, a credit memorandum is going to be issued for \$226.80 which will get us squared with you, insofar as this account is concerned.

Also, all Vogel shipments will now be filled with a "bill to" provision for Thompson-Hayward and you in turn, bill Vogel. This is why I called to advise Max about and request that he contact John Baker, because there is going to be a Vogel shipment today or tomorrow, which we will bill to Thompson-Hayward and which you will invoice to Vogel. I merely wanted this change in procedure to be brought to Vogel's attention and Max promised to call John and get him tuned in on the program.

Despite the fact, Bill, that we were not commissioning Thompson-Hayward for the Vogel business, we were crediting Thompson-Hayward with the business in our data processing system. Accordingly, my data through April 30th reveals that Vogel has consumed 105 tons of GLACIER 325 this year, as opposed to 177 tons of GLACIER 325 during the same time period last year. This means that they are 63 tons shy of last year's consumption and I wonder why. Updating this information to the end of May, they have consumed 168 tons this year against 224 tons last year, for the same time period.

PLAINTIFF'S  
EXHIBIT  
CAM-15

THAN 7078

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I am glad that you called the commission matter to my attention on the Vogel account, Bill, because you certainly are entitled to it and should receive it from hereon out. This does not, however, explain the down trend in sales for your Omaha branch. Could you look into this a little more deeply?

With best wishes,

Cordially,

UNITED SIERRA DIVISION  
Cyprus Mines Corporation

*C. R. Moebus*

C. R. MOEBUS *SRH*  
Market Development Director

CRM:slk

THAN 7079