

Mr. R. M. Burns

April 2, 1968

J. A. Johnson

Background Information for pending Carey  
Negotiation involving Mr. A.E. Binger

The following is presented in chronological order as background information.  
More detailed notes are kept by the writer.

- Jan. 5, 1968 - Mr. Binger called and requested prices for our "regular" 9-10 lb. roofing. He had a customer (AAA) that would pay us direct and would require approximately 200 tons of felt per month for ten months. Price schedule was worked up and confirmed by letter.
- Jan. 10 (AM)- Mr. Binger called and said that he could now divulge the name of the company (Philip Carey), and that he was purchasing for them. He said they would probably be contacting us regarding quality, etc., but do not discuss price with them.
- Jan. 10 (PM)- Mr. Bob Shelhorn (P. A. for Carey-Cincinnati) called and wanted delivered prices to each of their three plants, and gave me their specification which differed from our spec as, for example, tear is critical to them and was not included in our former spec. I was assured Mr. Binger was not working for Carey and they did not expect to pay him.
- Jan. 11 I called Mr. Binger and discussed Mr. Shelhorn's call, and told him of the comment (by Mr. Shelhorn) of him not being Carey's agent. Mr. Binger said this was a typical Purchasing Agent's trick, etc. He also said to quote them as we did him and to add \$10.00 per ton, and if we stuck with this structure, we were well in line with the other two companys he was working with.
- Jan. 16 Confirming letter sent to Carey and samples sent to Mr. Binger.

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