The trucker handling the S & K movement into Chicago on accounts such as Grant-Wilson Co. and Harnisch Co. will be in Chicago Monday or Tuesday of next week. We will then discuss his operating authority and the possibility of our helping him in this area.

We also had a meeting with a Mr. E. Lippa of Lippa Transportation Co. who are common carrier specialists in hauling building materials. He supplied us with a complete file of his tariffs which will enable us to supply S & K with a simple route and rate guide sheet to the New England area.

With regard to our Mack Truck movement into their parts distribution center in Somerville, New Jersey, Bob and I had a very nice discussion with a Mr. Pete Renaldi, their local traffic manager. He is aware that we can reduce their delivery costs on his material but he is a little hesitant regarding the timing in deliveries. He suggested that we write up a formal proposal so that he can have something concrete to work with. We are working with Mr. Nielsen in this regard. We left ourselves open on freight charges or F.O.B. terms. This is up to Mr. Nielsen to propose to the Mack Truck management. In general, we should not have any problems with their traffic department. Their plant is located directly on highway #22. Our truck route will pass directly in front of their plant.

While in New York City I spoke to Mr. Fred Hague, Traffic Manager of Dodge & Seymour, Ltd. regarding certain problems in balance due bills we have received from the Clipper Carloading export movement of a year or two ago. Without mentioning particulars in this report this could have involved our paying four or five hundred dollars in excessive charges because of a tariff technicality that Clipper is trying to enforce. With Mr. Hague's help we should be able to cancel these additional bills.

We then visited the Moore McCormick Steamship Lines freight traffic department regarding freight rate increases that we have had on our export shipments of aluminum pre coated steel to our Buenos Aires, Argentina plant. We have had a long battle with this line and the steamship conference in the application of a $24.50 per ton rate instead of the $45.50 per ton rate now being charged. Our prior results have been to reduce this rate down to $36.50 per ton as a compromise. As a result of this meeting we believe that we have the proper information to secure the original $24.50 per ton rate and file claim for all of the excess billings in the last six months.

In summary, we believe that the trip was very successful. We have a much better perspective of S & K's problems and we can properly fit in changes without unduly disturbing their cost situation. These changes cannot be done quickly but they must be made if we are to protect our legal status with regard to the I.C.C.