

**NORTH AMERICAN REFRACTORIES CO.**

A DIVISION OF ELTRA CORPORATION

NATIONAL CITY - EAST 6TH BUILDING • CLEVELAND, OHIO 44114

September 8, 1969

Eagle Picher Industries,
American Building,
Cincinnati, Ohio 45201

Attn: Mr. Don Birmingham

RE: Our P.O. 90408

Gentlemen:

Referring to our telephone conversations on September 2nd and 3rd, wish to confirm shipping arrangements and additions to reference order as follows:

One truckload to be shipped September 5th containing 128 cartons (5,760 board feet), 6 x 18 x 1½" block plus other block items on this order, filling out a 24,000# truckload with STAZ-ON Cement.

One truckload to be shipped September 26th containing 1/2 truckload, approximately 200 cartons (9,000 board feet), 6 x 18 x 1½" block balance minimum truckload STAZ-ON Cement.

We also discussed tentative arrangements for a carload the early part of October to contain approximately 160 cartons (7,200 board feet) 6 x 18 x 1½" block plus other sizes of block that may be required, filling out car with STAZ-ON Cement. We would ask that shipment of this material be planned but subject to revised shipping instructions depending upon urgency of requirement at Curwensville. It may become necessary to make shipment by truck instead of rail.

We are informed by our Philadelphia District Sales Manager that the potential requirements of the 6 x 18 x 1½" block are 10,000 board foot per month but before issuing additional orders and shipping instructions, there are some inventory details that need to be resolved so you will be receiving information from us later with regard to shipping plans.

We wish to express our sincere appreciation for the efforts you have put forth to expedite shipment of our emergency requirements of the 1½" block as otherwise we would have lost the business from a highly valued account.

Yours very truly,
NORTH AMERICAN REFRACTORIES CO.

G. A. Miller
G. A. Miller
Sales Administration Manager



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THE REFRACTORIES INSTITUTE

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EAGLE-PICHER INDUSTRIES, INC.

FIBERS AND MINERALS • AMERICAN BUILDING, CINCINNATI, OHIO 45202

October 22, 1969

North American Refractories Company
National City-East 6th Bldg.
Cleveland, Ohio 44114

Gentlemen:

Please be advised that your Purchase Order 90408, our
G.O. 9165, scheduled for shipment on 10-16-69 has been
delayed and rescheduled to ship from our Joplin, Missouri Plant
on 10-24-69.

This delay is unavoidable and we regret the inconvenience. We
hope no critical problems develop with the change in ship date.

Sincerely,

FIBERS & MINERALS DIVISION
Eagle-Picher Industries, Inc.

Donald J. Birmingham

Donald J. Birmingham, Mgr.
Fibers Order Department

DJB/sm

cc: Mr. L. D. Graves