J. R. Fallon - St. Louis General Offices

November 7, 1969 (DER)

JIFFY FRY FOODS, CROOKSTON, MINN.

Your Call Report 10/13/69

J. J. Roder - Chicago

Jim,

We will take your questions in the order in which you ask them:

1. Therminol Detector or Test. This is an old chestnut, Jim. We have never been able to come up with anything better than the nose detector. We are going to slip this one in as a research project when we generate our program with research, however, I don't know what type of activity it will get. I suspect that it will be minimal, since the ideas on how to do this are virtually non-existent.

2. Flow and Temperature Recorders. We would appreciate it if you would turn this one around and get Davis to get his own flow and temperature recorders and chart the system himself. We do not have the manpower or time to undertake this kind of activity nor do we want to go through the expense of acquiring the flow and temperature recorders at this time. We may feel differently in 3 to 6 months, if the acquisition takes place, but for the present let's turn this one down.

3. Therminol Price of Future Requirements. The account did order 4500 gallons. The actual shipment was only 3560 gallons as you indicated. Further as you indicated, this was the maximum load that we could ship in the tank truck by state regulation. This is something that we could not control. Consequently, the tank truck shipment is priced at the tank truck schedule. Any additional amount will be priced according to the scheduled prices and quantity ordered. Therefore, if they want the additional 1000 gallons -- then they will probably be ordering 20 drums at the 5 to 39 price. I do not see that this situation calls for any special pricing since the cause is outside of our control. If we were able to control the road weights and we did not ship the maximum amount specified then we would have some obligation to give the customer the tank truck price on the amount that we failed to ship. However, this is not the case in this instance.

Jim, old buddy, this is one of those negative days but who knows maybe the next time we'll have some yesses for you.

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