Boler PETROLEUM Company
Boler Building • 85 Old Eagle School Road • Wayne, Pennsylvania 19087
Mailing Address: P.O. Box 384 • Wayne, Pennsylvania 19087

October 19, 1977

PLAINTIFF'S EXHIBIT
BIR-270

Mr. Frank Zellner, Purchasing Agent
Bird & Son, Inc.
Aero Drive
Shreveport, La., 71102

Dear Mr. Zellner:

As I advised you by phone on October 17th, we are not receiving sufficient Sunoco 5512 Wax from Sun Oil Company at this time to supply all our customers' needs, but we are striving to allocate what tonnage we do get as fairly and judiciously as possible. We recently made a shipment to your Perth Amboy plant, and will try to schedule your next 40,000 pound load as soon as supplies and commitments permit.

In the meantime, we suggest and urge your company to consider a very similar wax from another source as an alternative to Sunoco 5512, since it appears that product will remain tight for some time.

We are sending to you a five pound sample of Boler 1482 Fully Refined Paraffin for your examination and approval.

Typical tests of both 5512 and 1482 Waxes are as follows:

	5512 WAX	1482 WAX
Melting Point, AMP	153/158°F.	150/154°F.
Oil Content % ASTM, D721	0.5 Max.	0.5 Max.
Color (ASTM, D156)	+28	+30
Penetration (ASTM D1321) @ 77°F.	11	10
Penetration (ASTM D1321) @ 100°F.	18	18
Viscosity @ 210°F. (ASTM D88)	44	42

The price of these grades is identical at this time, namely, $0.24 per pound F.O.B. our east coast warehouse in truck loads of 36,000 pounds minimum.

(215) 687 9030 • TWX 510-668-2578 • Cable Address — CABOL