California Historical Society
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Jan/ 5, 1920

PRIVATE

Messrs.W.P. Fuller & Co.,
San Francisco, Calif.

Gentlemen:-

ZINC OXIDE:

Mr. Henderson, of the New York office of the New Jersey Zinc Co. states he has been informed that you have made arrangements to have all your future orders handled by their Chicago office, as they have charge of the Western territory, and asked if this was our understanding of the matter.

We told Mr. Henderson that we had not received any advices from you to this effect. We also told him that this question had been brought up some time ago and that your decision at that time was that you preferred to have the business handled through the New York office as in the past.

He mentioned that if the Western office objected to having the orders placed through New York, the only complication that might arise would be that the Mineral Point Plant might insist on shipments being made from the East inasmuch as orders were placed there.

We replied that we understood the New Jersey Zinc Co. had established warehouses at various points for the accommodation of their customers and that shipments would be made from the most advantageous point.

He replied that our understanding was correct and that if you still preferred to have orders placed through New York, they could no doubt arrange the matter so that shipments could be made from Mineral Point when desired, as in the past. He simply took up this matter with us on the strength of the information he had received.

Mr. Henderson also called our attention to the condition of the Zinc Oxide market, impressing upon us the necessity of contracting for our requirements for the