

California Historical Society
for reference use only

March 26, 1919.

PRIVATE

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

Gentlemen:

Referring to your private letter of March 14th, and our letter of the 19th regarding Shingle Stain Creosote, would report as follows:-

BARRETT MFG CO, have quoted us on Shingle Stain Creosote at 20 cents per gallon F.O.B. Phila, Pa., in tank cars, goods to meet with your specifications. This price we understand will hold good for two weeks. They are sending us a sample of this material and as soon as same reaches us, will immediately send same to you.

DuPONT CHEMICAL WORKS, offer us Shingle Stain Creosote at 23 cents per gallon F.O.B. Carney's Point, N.J., in tank cars, a charge also of \$4.00 extra per day for the use of tank car until emptied and returned. We understand goods will meet with your specifications with but one exception that being, that theirs is made from a Water Tar Gas, and not Coal Tar. We mentioned to them that your specifications called for Coal Tar Creosote, this we understand they are unable to supply. We have given you their figures however, thinking it may be of interest to you. We also understand they are sending you direct a sample of their product.

ERNST ZOBEL CO INC, these people are unable to supply goods in tank cars, and state further that their factory is quoting us direct. We do not know what they mean by this but presume they are only sales agents for these goods.

We have asked for quotations from other parties, and as soon as we have any further word, will