April 2, 1968

Mr. R. M. Burns

J. A. Johnson

Background Information for pending Carey Negotiation involving Mr. A. E. Binger

The following is presented in chronological order as background information. More detailed notes are kept by the writer.

Jan. 5, 1968 - Mr. Binger called and requested prices for our "regular" 9-10 lb. roofing. He had a customer (AAA) that would pay us direct and would require approximately 200 tons of felt per month for ten months. Price schedule was worked up and confirmed by letter.

Jan. 10 (AM)- Mr. Binger called and said that he could now divulge the name of the company (Philip Carey), and that he was purchasing for them. He said they would probably be contacting us regarding quality, etc., but do not discuss price with them.

Jan. 10 (PM)- Mr. Bob Shelhorn (P. A. for Carey-Cincinnati) called and wanted delivered prices to each of their three plants, and gave me their specification which differed from our spec as, for example, tear is critical to them and was not included in our former spec. I was assured Mr. Binger was not working for Carey and they did not expect to pay him.

Jan. 11 I called Mr. Binger and discussed Mr. Shelhorn's call, and told him of the comment (by Mr. Shelhorn) of him not being Carey's agent. Mr. Binger said this was a typical Purchasing Agent's trick, etc. He also said to quote them as we did him and to add $10.00 per ton, and if we stuck with this structure, we were well in line with the other two companys he was working with.

Jan. 16 Confirming letter sent to Carey and samples sent to Mr. Binger.

Jan. 22	Mr. Binger called and wanted physicals on the samples we sent him, as he was driving to Perth Amboy. This is last contact I have had with Mr. Binger regarding Carey.
Jan. 24	Three rolls made with new furnish and sent to Perth Amboy.
Feb. 8	In a discussion with Mr. Christopher, I brought up Mr. Binger's name. Mr. Christopher did call Mr. Binger originally because of his (Binger) industry knowledge, and Mr. Binger returned with prices. Mr. Christopher was assured by Mr. Binger that he was being taken care of at "the other end".
March 18	During a discussion with Mr. O'Brien (V. P. Sales-Ruberoid), Mr. Binger's name was brought up in regard to his (Binger) now working for our competitor (York Insulation). Mr. O'Brien mentioned how Mr. Binger tried to get prices from them for an "overseas" order and when Ruberoid found out it was for Carey, they did not quote.

J. A. Johnson

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