

May 1, 1918.

Hon. Max Levy,  
Cincinnati, O.

Dear Mr. Levy:-

Your letter of April 30, with enclosures, received and noted. I have taken up the question of filling this order with Mr. White and Dr. Evans, and they advise as follows: That they are not prepared now to ship R/K coal; that while there tippie is so prepared, exclusive of the screenings, it would take several hours work to get the same in line, which they would not want to do for a small order; second, that they are now making 2 inch lump, egg, and nut and slack, as that is what their trade is calling for. That they cannot supply the same in gondolas, as they may perhaps not get more than one in a month, the greater portion of their equipment being hoppers. Further, that the prices mentioned in the order are not the government prices in this district; that the prices for lump is \$ 3.35, and for nut and slack is \$ 2.85. They further raise a question relative to whether these people are merely wanting to get this additional coal which should not be taken from their regular clientele unless this means something tangible. They further raise the question as to the bills, and I am compelled to state to them that we could guarantee the payment of the same, that is, you and I. Please advise these people both as to price, size of coal and equipment, etc.

Frankly, I am afraid we will have trouble in getting this order filled at this time as they do not seem to appreciate there is much possibility of doing business or that this is perhaps a bona fide order and proposition, their wanting this coal in advance of ever seeing the mine, or its equipment. If they will come down, examine the equipment, etc., and then are willing to buy the same provided the coal tests out all right, there then would be no difficulty in getting the sample cars for them. You might say to them that the Company has such a number of orders from their established trade and connections that they are unwilling to let us have the coal except on these conditions.

While you may not be able to appreciate it so much, there are all sorts and every conceivable scheme presented to obtain coal from the mines these days, and they are naturally suspicious.

Am leaving for Welch this afternoon for a conference with Brode and his people relative to an amendment to our contract as to their taking bonds.

Very truly yours,

JDM.