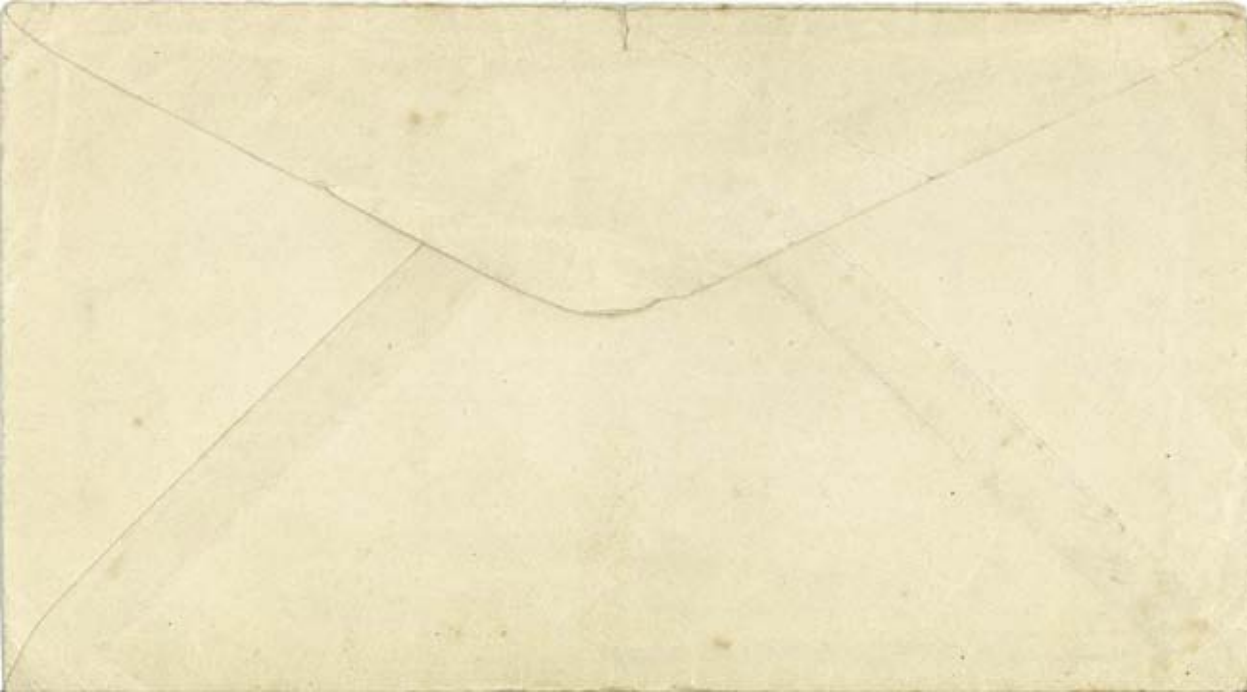


AFTER FIVE DAYS RETURN TO
ASSOCIATED OIL COMPANY
79 NEW MONTGOMERY STREET
SAN FRANCISCO, - - CAL.

Mr. S. Asano, President,
Toyo Kisen Kaisha,
Tokio,
Japan



ASSOCIATED OIL COMPANY

GENERAL OFFICES:

CABLE ADDRESS:
"WHITESALES"

79 NEW MONTGOMERY ST. File #145

CODES USED: BENTLEY'S,
A. B. C. 6TH EDITION

SAN FRANCISCO, November 25, 1922.

E. WHITEHEAD,
SALES MANAGER

Toyo Kisen Kaisha,
Tokio,
Japan. Attention: Mr. S. Asano, Pres.

Gentlemen:-

Our mutual friend, Mr. K. Nakajima, has requested that we submit to you through his good services, a quotation on fuel oil for your fleet of steamers operating to San Francisco.

As you probably are aware, our facilities for bunkering steamers on the Pacific Coast and at Honolulu are unexcelled. The quality of the oil that we are able to furnish complies with U. S. Navy specifications for bunker "C" fuel, and we would be pleased to submit for your approval a firm quotation and contract when you are interested.

For your information the present market price for fuel oil is \$1.00 per barrel of 42 gallons f.o.b. pipe line terminals, and the barging charges are as follows:

In quantities 1 to 500 barrels.....	8¢
" " 500 to 3000 "	6¢
" " over 3000 "	5¢

At San Pedro the price of our oil is \$1.00 per barrel delivered to the ship, and at Seattle \$1.25 per barrel alongside our dock.

These prices are subject to change without notice.

We have two large barges on San Francisco Bay, capable of delivering approximately 10,000 barrels apiece in eight hours. At Honolulu we have a very large pipe line and can give very prompt and efficient service at this port, which no doubt will interest you inasmuch as your steamers do not stop for any length of time.

We will be pleased to take up by cable with you upon your advices regarding the fuel oil situation as outlined above.

I am very much indebted to Mr. Nakajima for taking this matter up with you, and trust that he will receive very favorable consideration from your good selves.

Thanking you for any consideration that you may show us,
I am

Yours very truly,



SALES MANAGER.

ACM:HR