

J-M Manufacturing Company, Inc.
P. O. Box 565
Cotton Heights, Pennsylvania 19018

J-M Manufacturing Company, Inc.

March 1, 1984

RECEIVED
MAR - 8 1984
Ack'd.....

TO: A. E. Wright *dw*
FROM: D. S. Whitaker
COPIES: T. J. Mullen, E. H. Pronske, T. Lohman
SUBJECT: Potomac Electric Power Company
Conduct Requirements

This is to advise that we definitely want the order for those requirements outlined in my memo of Feb. 7th. Additionally, you had given me an indication of the numbers of fittings required and our acceptance of the order will certainly include the fittings.

Ernie has given me the instructions concerning those special conditions that we feel we require in accepting the order. There are as follows:

1. As we ship pipe, payment will be made in accordance with standard terms and conditions of sale.
2. For the inventory that is on our slab on November 15, 1984, we would like payment in full by the end of 1984 or by March 31, 1985 at the discretion of J-M Manufacturing Co., Inc.
3. If EPA should shut us down or ban the use of this product for the service for which PEPCO intends to use it, we would request payment for material on our slab, in full, at that time.

An editorial comment concerning the likelihood of EPA taking action against us - Terry Lohman has told me that recent events indicate we will not be shut down by EPA during 1984. Please bear in mind that this is an opinion only. We must have some faith in that probability since I know of zero plans to shut down either our Denison or Stockton facilities. It is currently manufacturing TRANSITE.

It would help us if we had some idea of the delivery schedule PEPCO thinks they will require. We will not necessarily program our production to keep in line with it. My sense is that we can make the pipe and fittings considerably faster than they will need it and we could find ourselves at a fully produced situation by the middle of July. That is to say, the entire requirements for PEPCO could be sitting on our slab at that point.

I hope we can work together with the customer and come to something that is mutually satisfactory.

DSW/JI

9076

J-M Manufacturing Company, Inc.
P O Box 565
Clinton Heights, Pennsylvania 19018

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William Loney
Attached is an example
of business for our 10' 11/2
machine in Denison. This
business is highly profitable -
approximately 900 \$/ton.
Please discuss with me
at your earliest convenience.

E. H. Pronske is

DSW/jl

9075

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