

January 8, 1970

Mr. Jack R. Little
Vice President in Charge of Operations
Monochem, Inc.
Geismar, La.

Dear Mr. Little:

Due to the many and varied problems encountered in the transportation of chemicals, especially in tank cars, when such shipments are involved in derailments, collisions, etc., it is very apparent there is a graphic need for well-planned assistance to industry, the carriers and the general public. The M. L. Hulcher Co., Inc., feels they have developed an organization which can well be utilized when, unfortunately, such incidents do occur, hence their slogan -

"Complete Emergency Railroad Services"

Presently, the Hulcher organization is operating from four division headquarters located at Virden, Illinois, Mendota, Illinois, Bluffton, Indiana and E. Lexington, Ohio. It is proposed to also have a division at Jackson, Miss., before too long.

Each division is staffed by competent supervision and operators manning D-8 Cats, D-9's, Caterpillar 572's and 583's with side booms - each machine equipped with 90-ton (or better) Hyster winches. With this type of equipment we can move quickly into a distressed area and start operations within a very short time after being notified. Each division can operate efficiently within 150 miles of their base which allows for some overlapping of territory thereby insuring extra equipment if needed. As one party remarked, he knew of no outfit in the world that could have 20 pieces of equipment and 150 people on the road within sixty minutes after being called.

Additional supervisory personnel is flown in via our own planes or commercial routes - any way to get them to the scene the quickest. Further, extra personnel is always sent in when any commodities of a hazardous nature are involved.

As can be attested to by those who have had contact

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with our operations in the past, we can - and do - effect cleanup problems much quicker than has heretofore been possible by the methods that have been used for so many years, thereby saving many, many hours of traffic time and eliminating, or reducing, the hazards that might be present due to cars carrying dangerous commodities such as liquefied petroleum gas, vinyl chloride, ethylene, ethylene oxide, etc., being involved.

Frequently, a part of any cleanup operation is the transferring of commodities from damaged cars to ones that are transportation worthy. To that end, we have assembled what we call our "Chemical Van" which carries nothing but stainless steel piping, hoses and fittings, personnel protective equipment, as well as a 3" stainless steel Roper 3-phase explosion-proof pump, gear driven, capable of delivering 100 gpm at 80 psi. We also carry our own generator which can be located as far as 500 feet away from the pump. The pump itself is powerful enough that it can be placed far enough away from the source of operation to satisfy anyone's conception of safety. This pump is one of the only type built in the U.S. to handle such situations safely.

In situations where pumping is not feasible or advisable, we use an inert gas such as nitrogen or carbon dioxide as a pusher. Further, we always confer with the shipper or producer of the material involved to assure him, the carrier and ourselves that our methods meet with the approval of all concerned. We welcome any advice - either on the spot or by telephone - that will make for a more efficient and safe operation.

While we no doubt do not have every piece of equipment that could conceivably be used on every job, we do not hesitate to acquire anything that is needed either through our numerous contacts within the chemical industry or by direct purchase. Further, our insurance coverage totals some \$1 million.

With our equipment, personnel, past experience and contacts, we feel we are in a position to offer a much needed service that has not been available heretofore to the chemical industry and the carriers. Too, we would welcome the opportunity to work with any group that is interested in setting up guide lines for the handling of emergencies involving dangerous commodities - such as the one now considering vinyl chloride.

If at any time you should wish to talk to us about a problem or incident with which we might be of help, please feel free to call any of the numbers listed on the letterhead or contact me direct at 1640 Schulte Road, St. Louis, Mo. (63141) or by phone - (area code 314) 432-5818.

Respectfully yours,

M. H. McKenna
Supervisor - Hazardous Material