

From: MULLIGSS--ISCDCVM3
To: LINK --MCILINK

Date and time 06/18/92 15:59:23

From: SANDI MULLIGAN - MLS - B-14C09 - (302)773-1744
Subject: INDENT DEL/834
MCI:
*To: indmag, ltd new delhi (TELEX)
*EMS: MCI Mail
*MBX: telex: 3165122
*MBX: country: 953
*MBX: Answerback: imag in
MCI:

TO: SASI KUMAR - INDMAG - NEW DEHLI
FROM: SANDI MULLIGAN - DU PONT - WILMINGTON

I JUST REC'D THE L/C FOR THIS ORDER TODAY (6/18). IT CALLS FOR THE LATEST SHIP DATE OF 6/30/92. UNFORTUNATELY, WE ARE EXPECTING A RAIL STRIKE NEXT WEEK WHERE IT LOOKS LIKE JUST ABOUT ALL THE MAJOR RAILROADS IN THE USA WILL VIRTUALLY SHUT DOWN FOR ABOUT 2 DAYS. THIS WILL CREATE MAJOR PROBLEMS FOR RAILING THINGS TO THE WEST COAST FOR SHIPMENT. WE ARE HOPING TO BE ABLE TO TRUCK SOME MATERIAL OUT TO THE WEST COAST, BUT EVEN DOING THIS, WE WILL PROBABLY NOT BE ABLE TO MEET THE REQUIRED LATEST SHIP DATE OF 6/30. IF IT IS ACCEPTABLE TO THE CUSTOMER, WE WILL CABLE FOR APPROVAL FOR LATE SHIPMENT.

IF WE HAVE ANY CHANGES, I WILL LET YOU KNOW.

I DO HAVE A SMALL SUGGESTION....IT SEEMS THAT IT TAKES A LONG TIME FOR THE ORIGINAL L/C'S TO GET TO ME - EVEN WHEN I CALL THE BANK AND REQUEST THEM TO SEND THEM TO ME IMMEDIATELY - SO THAT OFTEN WE ARE HAVING TO RUSH TO GET THE SHIPMENT OUT BEFORE THE DATE OF LATEST SHIPMENT. IF YOU COULD ADVISE THE CUSTOMER TO EXTEND THAT LATEST SHIP DATE BY AT LEAST ANOTHER 15 DAYS, WE MIGHT NOT HAVE SUCH A HIGH RATE OF WHAT LOOKS LIKE DISCREPANCIES.

THANKS.

cc: SINGHJ --IN00H1 J SINGH

SANDI MULLIGAN
INTL. CUST. REP.
INTERNATIONAL CUSTOMER SERVICE

N36496