



E. I. DU PONT DE NEMOURS & COMPANY
INCORPORATED
WILMINGTON, DELAWARE 19898

CHEMICALS, DYES AND PIGMENTS DEPARTMENT

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April 2, 1980

DISTRICT MANAGERS,
ASSISTANT DISTRICT MANAGERS,
SALES REPRESENTATIVES AND
COMMERCIAL ASSISTANTS

TiO₂ SLURRY ORDER LEAD TIME PERFORMANCE

Attached is additional slurry order lead time history by account. Please use the specific account data with that account concerning the need for adequate slurry order lead time.

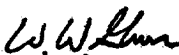
A summary of the attached data:

<u>Plant</u>	<u># Shipments 6/1-12/31, 1979</u>	<u># Shipments 6 Days Lead Time</u>
Johnsonville	682	377
Edge Moor	428	57
Antioch	141	218
Total	1251	652 (52%)
	<u>1/1-2/26, 1980</u>	
Johnsonville	100	56 (56%)

This is a long way from the needed average lead time of 16 days and a minimum of seven days. Orders with 21 days lead time have priority.

Thanks to you we are getting some increased lead time for April shipments (data not available). However, your continued help is needed to reinforce the benefits of increased order lead time.

Let us know if you need additional information.


W. W. GREER/J. TRAVIS

WWG/JDT/efm
Attachment

JOHNSONVILLE SLURRY ORDER LEAD TIME

FROM JUNE 1 - DEC. 31, 1979

	<u>0</u>	<u>1-2</u>	<u>3-5</u>	<u>6-10</u>	<u>11-20</u>	<u>20</u>	<u>Total</u>
Cars	16	63	45	49	64	55	292
Trucks	65	79	110	59	31	47	390
	—	—	—	—	—	—	—
TOTAL	81	141	155	108	95	102	682
% of Total in Category	12	21	22	16	14	15	

TJE/efm
3/27/80

DUP050071588

N42271.01

JOHNSONVILLE SLURRY ORDER LEAD TIME

FROM JUNE 1 - DEC. 31, 1979

Selected Customers

Cars

	<u>0</u>	<u>1-2</u>	<u>3-5</u>	<u>6-10</u>	<u>11-20</u>	<u>20</u>	<u>Total</u>
DeSoto-Columbus	0	1	1	2	5	5	14
Garland	0	1	4	6	3	3	17
N.C.	0	3	0	1	0	0	4
Calif.	1	2	1	0	1	0	5
Fla.	0	2	1	1	0	0	4
NJ	1	1	1	3	4	7	17
Standard T - Chicago	1	2	3	0	0	0	6
Enterprise	1	5	3	0	3	0	12
Du Pont - Long Beach	4	8	4	1	3	0	20
Ben Moore -(Illinois)	0	0	0	2	2	1	5
PPG(Cheswold,DE)	0	2	3	2	6	4	17
(Eastpt)	2	2	2	4	1	0	11
(Texas)	1	1	0	1	3	4	10
(Oak Creek)	0	6	2	3	3	0	14
Hudson Terminal	4	10	8	1	1	0	24
F&F(Fort Madison)	0	3	0	2	7	10	22
Dutch Boy	0	0	1	1	0	5	7
Duron	0	1	0	0	0	0	1
General Paint	0	1	4	5	6	5	21
Kelly Moore(Texas)	0	2	1	3	1	4	11
Glidden	0	3	4	2	2	1	12

TJE/efm

3/27/80

JOHNSONVILLE

LEAD TIME ON SLURRY ORDERS

FROM JUNE 1 - DEC. 31, 1979

Selected Customers

<u>Trucks</u>	<u>0</u>	<u>1-2</u>	<u>3-5</u>	<u>6-10</u>	<u>11-20</u>	<u>20</u>	<u>Total</u>
DeSoto-Chicago Heights	0	8	8	3	0	0	19
Texas	2	2	8	5	1	0	18
N.C.	13	11	8	2	0	0	34
Calif.	0	3	2	6	5	1	17
Fla.	2	2	1	1	0	0	6
Enterprise	2	2	10	0	0	0	14
Ben Moore (Fla.)	1	1	1	4	1	2	10
Standard T. (NY)	6	4	4	0	0	0	14
Texas	0	1	4	6	0	0	11
Valspar (MD)	1	3	3	2	0	3	12
(Minn.)	4	4	2	4	6	1	21
(Mo.)	2	1	2	6	2	5	18
Roach Paint (Texas)	0	0	1	1	3	20	25
Bruder	3	4	14	2	1	0	24
California Products	0	9	6	0	0	0	15
Dutch Boy	4	4	8	0	0	0	16
Duron	3	5	1	1	1	0	11
Kelly Moore, Tx	2	1	5	1	2	2	12
O'Brien	3	0	4	1	3	0	11
Proctor Paint	4	2	3	2	0	0	11

TJE/efm

3/27/80

JOHNSONVILLE SLURRY ORDER LEAD TIME
(January 1 - February 26, 1980)

Shipments by Days Lead Time Category

	<u>0</u>	<u>1-2</u>	<u>3-5</u>	<u>6-10</u>	<u>11-20</u>	<u>>20</u>
# Shipments	25	51	39	27	40	20
Percent of Total	12	25	19	13	21	10

Customers

Enterprise	6	9	2	2	1	
Paragon	2	1				
F&F						
Ft. Madison	4	1	1			
Glidden	1	1	1			
DeSoto						
Ohio	0	2	1	5	18	3
North Carolina	0	2	5	1	1	
United Coatings	4	0	2			
Standard T						
Illinois	1	2				
Valspar	2	1	1			
PPG						
Oak Creek	0	6	4	2		

KFB:tls
2/28/80

ANTIOCH SLURRY ORDER LEAD TIME
(June 1 - December 31, 1979)

Shipments by Days Lead Time Category

	<u>0</u>	<u>1-2</u>	<u>3-5</u>	<u>6-10</u>	<u>11-20</u>	<u>>20</u>	<u>TOTAL</u>
Kelly Moore	4	3	5	3	8	5	28
Fine Line				1			1
Simpson Lee		1					1
Container Corp.	1	4			2		7
Vista Paint		1					1
Standard T		1	1				2
Ameritone			1		1	6	8
National		1	1				2
Sherwin Williams	3		1	2	2	2	10
Dunn Edwards	2	2	2	4	7	3	20
PPG		2					2
Frazee	2	1	1	1	4	2	11
Major Paint	1	1	3	1	2	18	26
Fuller O'Brien	3	3	6	7	2	1	22
 TOTAL	 16	 20	 21	 19	 28	 37	 141

RJE/efm.

3/27/80

DUP050071592

N42271.02

TO: KENT BALDWIN
FROM: G. STEVE JOHNSON
DATE: MARCH 8, 1980

EDGE MOOR SLURRY LEAD TIME

LWS

JUNE-DECEMBER SLURRY LEAD TIME

CUSTOMER	CAR	TRA	0 DAYS LEAD TIME	1-2 DAYS LEAD TIME	3-5 DAYS LEAD TIME	6-10 DAYS LEAD TIME	11-20 LEAD
BERGSTROM PAPER	X			4	5	2	1
BLANDIN PAPER	X						1
CHAMPION PAPER	X			1			2
D&NE RR	X			6	2	1	
DUPONT HOQUIAM, WASH	X			1			
DISTRIBUTION CENTER	X			2	1	2	
ESCANABA	X			2	3	4	14
FRASER PAPER	X		1	1	1		
GEORGIA PACIFIC	X		3	6	2		
CROWN PT NY INT'L PAPER CO	X					1	
INT'L PAPER CO.		X		1	1		
TICONDEROGA, NY INT'L PAPER CO.	X					1	
INT'L PLATEX		X		1	1	2	3
NEWTON FALLS	X		2	1			
PACKAGING CORP.	X		1		3		
RIEGAL PRODUCTS		X		1	4		
ST. REGIS	X		1			2	
ST. REGIS		X	1	1			

DS

DUP050071593

N42271.03

TO: KENT BALDWIN
 FROM: G. STEVE JOHNSON
 DATE: MARCH 8, 1980

EDGE MOOR SLURRY LEAD TIME

LWS

JUNE-DECEMBER SLURRY LEAD TIME

CUSTOMER	CAR	TRA	0 DAYS LEAD TIME	1-2 DAYS LEAD TIME	3-5 DAYS LEAD TIME	6-10 DAYS LEAD TIME	11-20 LEAD TIME
SCOTT PAPER	X			1			
UNION CAMP	X					1	
WESTVACO	X			1	1	4	5
WEYERHAUSER CO.	X		1		2	4	2
TOTAL			11	30	26	24	28

DS

TO: KENT BALDWIN
FROM: G. STEVE JOHNSON
DATE: MARCH 8, 1980

EDGE MOOR SLURRY LEAD TIME

RPS
JUNE-DECEMBER SLURRY LEAD TIME

CUSTOMER	CAR	TRA	0 DAYS LEAD TIME	1-2 DAYS LEAD TIME	3-5 DAYS LEAD TIME	6-10 DAYS LEAD TIME	11-20 DAYS LEAD TIME	GREATER
ALABAMA KRAFT	X			1	2	9	4	7
BOISE CASCADE	X		1	1		1	1	
BOISE CASCADE		X	11	10	4			
BROWN COMPANY	X		1	5	1	1	1	2
CELETEX CORP		X		1				
CHAMPION		X		5	4			
CHAMPION	X			3	4	6	5	
CONSOLIDATED PAPERS		X					1	
DUPONT CO-JV		X	1					
DUPONT CO-JV	X		2		1			
GEORGIA PACIFIC	X				2			
GLATFELTER		X			1			
HAMMERMILL		X	1				3	2
INTL PAPER CO		X	2					
INTL PAPER CO	X					4		1
KIMBERLY CLARK	X				3			
KIMBERLY CLARK		X		1				
MINN MINING		X	1	1		5	6	

TO: KENT BALDWIN
 FROM: G. STEVE JOHNSON
 DATE: MARCH 8, 1980

EDGE MOOR SLURRY LEAD TIME

RPS

JUNE-DECEMBER SLURRY LEAD TIME

CUSTOMER	CAR	TRA	0 DAYS LEAD TIME	1-2 DAYS LEAD TIME	3-5 DAYS LEAD TIME	6-10 DAYS LEAD TIME	11-20 LEAD TIME
OLIN CORPORATION	X			2	2	6	4
OLIN CORPORATION		X	5	5	1	1	
PENNTech		X			1		
PORT HURON PAPER	X			2	3	2	1
PORT HURON PAPER		X	1	2	4		
RHINELANDER	X			1		2	3
RHINELANDER		X	1	1			
SIMPSON PAPER	X					2	
SOUTH COAST TERM	X			5	2	3	
WATERVLiet	X		1	1			
WEYERHAUSER R-W PAP	X		1	3	1	4	3
RPS TOTAL:	15	14	29	50	36	46	32

DUP050071596

DS

TO: KENT BALDWIN
 FROM: G. STEVE JOHNSON
 DATE: MARCH 8, 1980

EDGE MOOR SLURRY LEAD TIME

R-950
JUNE-DECEMBER SLURRY LEAD TIME

CUSTOMER	CAR	TRA	0 DAYS LEAD TIME	1-2 DAYS LEAD TIME	3-5 DAYS LEAD TIME	6-10 DAYS LEAD TIME	11-20 LEAD TIME
PRATT & LAMBERT		X	6	2	2		
SAPOLIN		X	1	2	2	1	1
SHERWIN WILLIAMS		X	2	3	1	1	
SHERWIN WILLIAMS	X					3	3
SHERWIN WILLIAMS (IL)		X	7	2	6	6	
R950 TOTAL	1	4	16	9	11	11	4

-DS

DUP050071597