

February 21, 1969

MR. W. P. BRAY
PURCHASING DEPT. - AKRON

E. T. BURGESS
POTTSTOWN PLANT

VINYL CHLORIDE SHIPMENTS TRANSIT TIME

In reply to your memo of 1/28/69, we submit the attached wide ranging analysis of the vinyl car situation as prepared by our operating management. A few factors should be noted.

- A. Some excess Pottstown car-in-plant time is due to detention for quality determination of polymer and phenol impurity levels.
- B. Our determinations are considerably under Dow's for car-in-plant time.
- C. Perryville's turn around time is unrealistic. The short time of cars-in-plant is due to inability to attain a normal inventory level at that location - hence we have forced them to operate "out-of-the-car".

E. T. BURGESS

ETB:mb

attachment

cc: Mr. J. M. Cornely
Mr. C. J. Kleinert
Mr. W. F. Burge

RECEIVED

FEB 24 1969

W. F. BURGE

OCC 017408

Decker
PIRESTONE
INTEROFFICE

FEBRUARY 10, 1969

TO MR. C. J. KLEINERT

FROM R. J. PIKNA

REFERRING TO LETTER OF

SUBJECT VINYL CHLORIDE TANK CAR HOLDING TIMES

The attached tabulation summarizes the average transit time per car and average holding time per car for vinyl chloride deliveries to Pottstown. The right-hand column tabulates holding time in detail.

Our data comes close to confirming Dow's indication of 10 days transit time. However, for October, November and December, it is seen that average transit time was 11 days, and January, 13 days. The longer transit time in January as well as the very short holding time of 3 days parallels the low inventories of monomer experienced.

We do not confirm Mr. Rice's indication of a 9 day average holding time in November. Our records indicate this to have been 6 days, although we did increase to 8 days in December. It would appear that with normal deliveries and uniform monomer usage that we should be able to turn around tank cars in 5 or 6 days at the most.

With respect to cars held for special testing for polymer or phenol type impurities, our records show the following:

<u>Car No.</u>	<u>Date Shipped</u>	<u>Date Received</u>	<u>Date Shipped Back</u>	<u>No. of Days Held</u>
94666	9/16/68	9/23/68	10/9/68	16
94668	9/17/68	9/25/68	10/9/68	14
94653	9/19/68	10/21/68	10/25/68	4
30757	9/19/68	10/2/68	10/15/68	13
94661	9/23/68	10/2/68	10/15/68	13
94655	10/31/68	11/11/68	11/25/68	14

Some of these cars could have been shipped back sooner, except that there were some delays in obtaining authorization orders from Dow's Camden Sales Office to return the cars. The holding time of these cars which were not unloaded were not considered in preparing the information on the large table attached.

R. J. Pikna
R. J. PIKNA

RJP/bjs

Attachment

cc: Mr. J. R. O'Connor

3-1271A
OCC 017409

MR. W. F. BURGE

2/20/69

R. A. RILEY
AKRON

DOW WILL SHORT US FIVE CARS THIS WEEK AND AT LEAST FOUR CARS PER WEEK THE NEXT THREE WEEKS AGAINST REQUIREMENTS GIVEN THEM. I QUOTE BELOW FROM A LETTER FROM LARRY L. RICE, PRODUCT GROUP SALES MGR.

"WE WILL NOT BE ABLE TO MAKE DELIVERIES AS YOU HAVE REQUESTED DURING THE SHIPPING TIME OF FEB 20 THROUGH MARCH 19. WE ARE DOING EVERYTHING WE CAN TO TRY TO MAINTAIN THE RATE OF 14 - 38,000 GALLON TANK CARS PER WEEK. WE ARE HAVING DIFFICULTY DOING THIS, AS YOU KNOW. WE EXPECT THAT WE WILL NOT BE ABLE TO IMPROVE ON THE 14 CARS PER WEEK RATE UNTIL SOMETIME INTO MARCH, AT THE EARLIEST. WE WILL ADVISE AS SOON AS WE CAN SEE THINGS GETTING BETTER."

THIS COULD CAUSE US SERIOUS PROBLEMS IN MEETING OUR PRODUCTION SALES AND PROFIT COMMITMENT. OUR PURCHASING DEPT IS KEEPING MR. BRAY FULLY INFORMED AND I HAVE ASKED OUR PURCHASING DEPT TO MAKE SURE THAT MR. BRAY ADVISES MR. KOCH THAT I HAVE NOTIFIED YOU OF THIS PROBLEM.

J. M. CORNELLY

CC: MR. W. F. BURGE
MR. E. T. BURGESS
MR. C. J. KLEINERT

RECEIVED

FEB 20 1969

W. F. BURGE

OCC 017410