B2SH P. G. Benignus

October 11, 1971

Allis Chalmers, Pittsburgh, Pa.
Inerteen 70-30; Car No. ACFX 4367

1760
R. H. MUNCH

B2SA H. S. Bergen
B2SL T. L. Gossage
B2SH C. Paton
B2NB J. R. Savage
B2NK E. M. Potter
1740 A. Leisy
1740 R. McCutchan
1650 J. G. Bryant
1010 R. A. Garcia
1010 J. A. Heilala

Sending you a can containing some of the contaminants that were lodged in the dome area of car no. ACFX 4367 and fell into the Inerteen 70-30 when Allis Chalmers unloaded this "foreign" car.

Merely smell it, but use caution as the acetic odor is very penetrating. Then forward the can to Bob McCutchan.

While it smells like acetic acid, we already have assurance from Earl Potter that it can't possibly be acetic acid. We also have his assurance that this "foreign" car which stank when pressed into service was water washed and thereafter our people could smell nothing. Moreover he pointed out that this car was then used for shipment to Westinghouse, S. Boston and had additional movements -- all without complaint, prior to Allis Chalmers, who are sending it back at our expense.

This is not the first time that Allis Chalmers returned material. Nor are they our only large customer who would be happy if they could avoid use of askarel, while at Monsanto we strive and are doing unusual things to save the dielectrics business, especially since this is all that we have left.

As long as I can remember we have had the basic policy to not use "foreign" cars. Not long ago to help proper material handling we spent 3/4 million dollars for new tank cars. We requested to have all our tank car needs fulfilled at that time of booming sales.

Yet, today when our sales are way down, we violate our policy regarding materials handling.

This incident does not involve equipment failure. It does not involve an accident. This is a knowledgeable selection of a "foreign" car and is not the initial occasion. Onpprior occasion of such discrepancy our manufacturing people told us that they have no control over these things.

For this reason, I already let Jim Savage smell this "stuff". He too agrees that this tank car incident violates what we should be doing and will try to establish some controls.

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It is not merely this incident at Allis Chalmers -- as there have been too many other faults in the area of our materials handling. We do not know what may come next, and have lost confidence at this critical time of product change and unusual efforts to save our business.

P. G. Benignus

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