



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

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~~TRANSPORTATION & DISTRIBUTION DEPARTMENT~~
Materials and Logistics Department

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File: ~~A-Paint~~

C. D. ROBERTSON
FINISHES & FABRICATED PRODUCTS
B-4255

MOBERLY VISIT

The following summarizes results of our visit to Moberly Plant and meetings with Antweiler Trucking and Orscheln Brothers:

(1) Moberly Plant

- A) Concurred in LTL routing via direct service carriers, including Orscheln and regional carriers named in Option (1) of attached page.
- B) Supports increased use of Orscheln as primary backup carrier to RTC at negotiated truckload rates.
- C) Accedes to Sales and RSC request to avoid use of ribbed-floor reefer vans to Texas and Oklahoma points.
- D) Awaits results of PDS evaluation of truck vs. TOFC for West Coast RSC and PSD shipments.

(2) Antweiler Trucking Company

- A) RTC program explained.
- B) General discussion of rates, service and equipment needs.

N 25801

- C) Inspected and discussed use of ribbed-floor reefer vans; Antwiler to be notified of subsequent meeting at plant and restriction against use per (1)(c) above. Use of box van expected to increase cost \$30M/yr.

(3) Orscheln Brothers

- A) RTC program explained.
- B) Direct service LTL program explained.
- C) Discussed potential as primary back-up carrier to RTC; results of traffic study within Orscheln's 15 state area to be furnished.

Since an artificial need for drop-gate delivery units could adversely affect chances of obtaining \$300-\$500/shipment freight savings of (1)(b) action, the actual need should be quantified. The over-the-road truck units are not equipped with drop-gates, however, direct truck service (with stop-offs) appear to have above cost advantage over TOFC/cartage service.

C.E. Forsha

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CEF/mjh