Monsant

FROM (LOCATION) Everett, Massachusetts

DATE May 11, 1971

SUBJECT W. R. GRACE

REFERENCE

TO ~~MR. W. S. CLARK~~ ~~ST. LOUIS~~

cc: MR. R. N. BRELL-ST. LOUIS
Mr. J. J. McNamara-Everett

BU
~~6/3/71~~
~~6/24/71~~

This will confirm my telephone request that you formulate a decision on W.R.G. Aroclor blend orders which is most appropriate to our operations at Anniston.

I have suggested two alternatives:

1. Require 15-20 drum minimum orders for blending both A-6070/10% Xylene and S-335. In this case, you must revise your price structure on A-6070/ 10% Xylene.

2. Maintain a continuous inventory of both blends at Anniston based on quarterly blanket purchase order covering W.R.G. plant in Chicago, Los Angeles, Houston and New Jersey. In this case, you must revise your price schedule on S-335 to allow releases of less than 15 drums.

Please reply by May 17, 1971.

Thanks.

JHG/ims J.H. Gannon

(1) ask Gannon for Status

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IN-10 REV. 8-64

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