



E. I. DU PONT DE NEMOURS & COMPANY
INCORPORATED

FINISHES & FABRICATED PRODUCTS DEPARTMENT

December 14, 1982

C. E. FORSHA
M&L DEPARTMENT
D-2052

MILLER BREWING CO.

The attached correspondence from Miller Brewing Co. itemizes some freight cost comparisons that are of interest to the sales personnel. They have quoted appreciably lower rates than the present carriers. Would you please confirm these rates and the ability of the recommended carriers to perform the required service?

In pursuing this, please consider the following:

- The product in question is finished product and thus requires dedicated, stainless steel tankwagons.
- Heated service may be required in the winter for freeze protection for both packaged and bulk shipments.
- The incumbent carriers are Chemical Leaman for the bulk shipments and G. J. Johnson for the packaged shipments. No rates have been negotiated.
- All shipments originate in Philadelphia. The Fort Madison inquiries are quoted for freight equalization.

If the carriers mentioned are indeed subscribing to these rate levels, there may be some associated freight savings opportunities beyond the aforementioned shipments.

↓
Rate Section has no tariffs
on Chem Haulers or the
feed haulers.

PHYSICAL DISTRIBUTION SECTION

C. D. Robertson

C. D. Robertson

CDR/kc
Attachment



MILLER BREWING COMPANY

December 3, 1982

Mr. Ray Kluberton
E. I. DuPont DeNemours & Co.
B-1268
Wilmington, DE 19898

Dear Ray:

This is reference to your letter of November 16, 1982, reflecting 1983 pricing for your water base inside spray coating and applicable freight rates to all Miller Container Divisions. Our Corporate Traffic Department has reviewed these freight rates and I am attaching a copy of their November 30 memo reflecting lower freight rates.

I am requesting you advise me what action DuPont will take to take advantage of these lower freight rates.

Should you have any questions, please contact Mr. Robert F. Niemann, Corporate Traffic Department (414)931-2529. A reply on this matter would be appreciated, regarding the freight rates for our Reidsville Container Plant, not later than December 17.

Sincerely,


Anthony D. Piselli
Senior Buyer

ADP:slm

cc: R. F. Niemann

Attachment

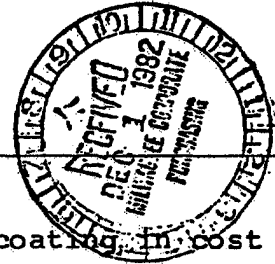
inter-office correspondence

TO: A. D. Piselli

DATE: November 30, 1982

FROM: R. F. Niemann

SUBJECT: Shipping Costs From Dupont, Inc.



Shown below are the costs on shipments of interior spray coating, in cost per gallon.

Shipments in Bulk - 5000 gallons

	DUPONT COST	MILLER COST	RECOMMENDED CARRIER
Philadelphia to Reidsville, NC	\$0.29	\$0.18	Chem Haulers
Philadelphia to Fulton, NY	0.21	0.12	Chem Haulers
Philadelphia to Moultrie, N.J.	0.43	0.37	Chem Haulers
Philadelphia to Milwaukee, Wisc	--	0.36	Chem Haulers
Philadelphia to Fort Worth, Tex	--	0.59	Chem Haulers
Fort Madison to Milwaukee, Wisc	0.21	0.08	Chem Haulers
Fort Madison to Fort Worth, Tex	0.31	0.21	Chem Haulers

Shipments in Drums - 4400 gallons

	DUPONT COST	MILLER COST	RECOMMENDED CARRIER
Philadelphia to Reidsville	\$0.15	\$0.13	C&N Evans/Goldston
Philadelphia to Fulton	0.12	0.09	C&N Evans/Goldston
Philadelphia to Moultrie	0.33	0.25	C&N Evans/Goldston
Philadelphia to Milwaukee	--	0.24	C&N Evans/Goldston
Philadelphia to Fort Worth	--	0.37	C&N Evans/Goldston
Fort Madison to Milwaukee	0.08	0.10	C&N Evans/Goldston
Fort Madison to Fort Worth	0.29	0.23	C&N Evans/Goldston

The costs from Philadelphia to Milwaukee and Fort Worth were added per your request. The carriers used as comparison are beer haulers who have authority to haul materials for Miller Brewing.

If you have any questions, please call me at Extension 2529.

Robert F. Niemann

Robert F. Niemann/JEA/bmb

Attachments

$$184/\text{gal} \times 5000 \text{ gal} = 92000 \div 40,000 = 2.25 \text{ cwt Chem Haul}$$

$$294/\text{gal} \times 5000 \text{ gal} = 147000 \div 40,000 = 3.63 \text{ cwt Dubois}$$