

cc: R. J. Kluberton - B-1268
~~C. E. Forsha - M&L, D-2052~~
M. J. Kamps - B-4256

January 6, 1983

J. W. JACOBSEN
F&FP DEPARTMENT
B-1367

MILLER BREWING CO.

The attached letter from C. E. Forsha iterates his findings in response to your recent inquiry on Miller Brewing Co.'s freight rate quotes.

It appears that their rates are contract rates for "non-dedicated" service with the trucking company having reliable backhauls (possibly sorbitol or sugar solution).

I'm sure M&L could obtain the same or better rates if you could get an annual volume commitment and possibly do without dedicated service.

Please advise me if you wish to pursue this further.

PHYSICAL DISTRIBUTION SECTION


C. D. Robertson

CDR/kc
Attachment

N 25809

CC: M. J. Kamps, F&FP, B-4256
M. F. Rummel



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

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

January 5, 1983

File: A-Paint

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

MILLER BREWING CO.

Reference your letter of December 14, concerning bulk and package costs to subject company for interior spray coating from Philadelphia plant.

Chem Haulers is a bulk carrier operating primarily within the south. Their nearest terminal to Philadelphia is in Tennessee. Their quoted cost of 18¢/gal. equates to rate of \$2.14 cwt, considerably below known rates from the area. I suspect their rate would apply only in general service (not dedicated) equipment on "backhaul" movements when they have a unit in the Philadelphia area. Their rates would not apply in dedicated, assigned, units requiring "deadheading" tractor and driver between Philadelphia and Tennessee.

We might be able to negotiate lower bulk rates from Philadelphia to involved destinations, dependent upon traffic volume and willingness to change carriers. Level of such rates depends upon negotiation, however, to Reedsville, NC target rate in dedicated, assigned tanks would be about 22¢/gal. (\$2.61 cwt).

The package carriers named are contract carriers with Miller; we cannot verify their contract rates. However, if shipped via our RTC carriers at continuous mileage rates, we could meet Miller's costs.

C. E. Forsha

C. E. FORSHA
TRANSPORTATION PROCUREMENT SECTION

CEF/mjh