B/O [illegible]

Anniston, Alabama

May 29, 1967

AROCLOR - PACKING

Messrs: W. G. Sturm - St. L
E. C. Wilde - St. L
H. L. Williams - Ann.
W. B. Papageorge - Ann.

Vince Haupt

Mr. Jack Kagan

St. Louis, Mo.

I. First subject--Aroclor 5460 pallets.

1. We will continue to charge the following customers $1.35 per pallet (Yates, Standard T and Sun Chemical).

2. Other customers that want wooden pallets, the charge will be $2.15 per pallet.

3. When customers do not specify pallets we will ship without pallets.

II. Second subject--Aroclor 5460 packing.

We have made a study of the possibility of changing our packing of Aroclor 5460 from the present 100 pound bag to a 50 pound net bag and our findings are as follows.

1. Container Cost per 1000 pounds.

100 pound bags	$1.39
50 pound bags	2.92

Difference of $1.53 per 1000 pounds. The packing cost for labor would be $.10 per 1000 pounds extra in 50 pound bags.

There would be no problem for us to change to the new package other than we would want to use up our present stock of empty 100 pound bags before we changed.

III. Third subject--Aroclor 4465

We will be making a run of Aroclor 4465 during the week of May 29 and we plan to fill 3 X 55 gallon, closed-head, black iron, 18 gauge drums of Aroclor 4465 packed to 535 pounds net.

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This will be for a trial at Presstite, St. Louis, to see if this might solve their problem.

The drum we are now using for Presstite are hot when the bungs are closed but this is not causing them to bend. They are not that way when they leave our plant and they are cold then. This is a real light gauge drum and it bends or dents very easily.

H. L. Gray

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