



THE HAUL MARK OF QUALITY

February 9, 1983

Mr. Charles E. Forsha
Transportation Analyst
Transportation & Distribution Department
E. I. DuPont de Nemours & Co.
Wilmington, DE 19898

Dear Mr. Forsha:

I am confirming our phone conversation quoting rates from your Chicago, IL plant to the destinations we are now serving on paint, resin, and can coating compound. As I stated on the phone, these products are extremely difficult and expensive to clean (from \$190 to \$237 per shipment). Part of the cost is carried in the rate, the balance being in a cleaning charge of \$110.00, thus, we are being compensated for the cleaning cost itself. However, the factor having a larger impact on the rate is that in many cases we cannot get the tanks cleaned at points outside our own facilities due to lack of the technical capability to do so on the part of public cleaning facilities and/or our competitors. In those cases, we must return the unit empty.

Attached is our quote showing the present rate and our proposed rate. We have reflected our best backhaul potential on the points we are reducing. Some of the points have already been treated with reductions and cannot be reduced further. As I mentioned on the phone, your proposed level is simply too low for this product because of the difficulty in getting it cleaned away from home. After looking this over, please advise how we should proceed with publication. We can have the rates effective about 35 days from hearing from you.

Very truly yours,

QUALITY CARRIERS, INC.

Michael V. Kaney
Michael V. Kaney
Vice President - Traffic

jw
Enc.

cc: Charles J. O'Brien, Jr.
Richard T. Lewis
Thomas H. Jones
Daniel G. Dufner

Jack Lloyd
Jay Lloyd
Duane Schneider

RATE PROPOSAL

PAINT, RESIN, CAN COATING COMPOUND

FROM: Chicago, IL (to) --

	PRESENT RATE		PROPOSED RATE		negotiations with Don Duggan on this 1- and ↓
	40M	44M	40M	44M	
Tucker, GA	597	567	534	507	→ 4.00-40M
Fairfield, AL	563	535	✓503	✓477	
Baltimore, MD	508	---	485	461	→ 4.35-40M
Sparrows Point, MD	508	---	485	461	→ 4.35-40M
Front Royal, VA	413/42	---	396/42	---	→ 3.71-42M
Longview, TX	495/42	---	NC 495/42	---	
Tampa, FL	601	571	✓601	571	
Omaha, NE	422	---	✓358	✓340	
Ft. Madison, IA	227	216	✓203	✓193	
Moberly, MO	---	260	---	✓260	
Flint, MI	231	---	✓222	✓211	
Portage, IN	99/35	---	✓99/35	---	
Milwaukee, WI	114	---	✓114	✓108	