

May 14, 1981

File: A-Paint

Mr. Harris Johnson
Account Executive
Norfolk & Western Ry Co.
523 Benjamin Fox Pavilion
261 Old York Road
Jenkintown, PA 19046

Dear Harris:

Our Front Royal (VA) Plant will soon begin production and current plans are to ship resin, in tank cars to other of our plants and refinish paint in packages to our warehouses.

In preparation for an expected August or September start-up, we will require the following rate activity:

- KCC
28-512
- (1) Negotiation of tank car rates on resin (Item 75040, UFC) to Flint, MI; Moberly, MO; Tucker, GA; and Philadelphia, PA.
 - (2) Review of TOFC rates on paint, in packages, (Item 75040, UFC) to warehouse cities listed on the attached page.
 - (3) Review and possible negotiation of intra-plant switching charges at Front Royal Plant.

Based on 6187 gals
for E. Carver 2/24/81
but should be 10-14 mms/ks
based on attached.

As discussed, annual volume of item (1) is estimated at 5MM/lbs., split between the Flint, Moberly, and Tucker Plant and about 1.4MM/lbs. to Philadelphia.

Potential for item (2) does not look promising due to lack of TOFC facilities in the area. However, we will be glad to review any rate proposal your people may wish to offer.

As you suggested, we will contact your W. C. Powell in Roanoke for negotiation of tank car rates.

Sincerely,

C. E. FORSHA
TRANSPORTATION PROCUREMENT

CEF/es

Attachment

Front Royal Resin Movement (M Gal) (8th/gal)

PAINT INCREASING COMPOUND
(FLAM, LHD)

Out

	July	A	S	O	N	D
RC-H-62853 (TC)	65	65	65	140	140	140
To Tucker, Moberly, Flint - Continues in '82						
	2 put 60%	1 put 25%	1/2 put 15%			
RC-3554 (TC)	32	32	32	16	16	16
To Rhila - Ends 12/81						

PAINT INCREASING COMPOUND

In

RC-3179 (1/r)	4	6	6	10	12	10
From FL Mad - Continues in '82 (probably larger)						
RC-3553	6	6	6	16	17	17
From Spencer-Kelley - Continues in '82 (probably larger)						

~~will Resin~~ - Small cap. 1981
spot purchase

Resin (Raw mill) $\left\{ \begin{array}{l} \text{monomer} \\ \text{oxidized} \end{array} \right\}$ Purchased on
FOB basis
Hydrocarbon - Balt. more area
in bulk
1982

~~S~~
LDL Resin - max cap. 4Q '81.

RC codes - outboard 1981