



INTERNAL CORRESPONDENCE

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R. N. WHEELER, JR.

RIVER ROAD, BOUND BROOK, NEW JERSEY 08805

CHEMICALS AND PLASTICS

To (Name) See Attached Distribution List
 Division
 Location

Date August 7, 1974
 Originating Dept. Product Distribution

Answering letter date

Copy to

Subject Solvent Vinyl Pallets
45 Bags Each

On September 1, we will switch all domestic sales of solvent vinyls to 45 bags (2250 lbs. net) per pallet. Previously the standard for domestic packaging had been 40 bags per pallet. Sales and Customer Service have been notified. All solvent vinyl resin for both export and domestic will now adhere to a single standard pallet configuration.

Several action steps to minimize confusion and pricing problems are indicated and I ask each addressee to provide your usual help and cooperation:

1. As of 9/1/74, no order for a pallet or multiple pallets of solvent vinyl is to be shipped in any configuration but 45 bags, 2250 lbs. net. Orders for shipment on 9/1/74 and thereafter should specify the correct increments but in any case we do not wish to ship existing 2000 lb. pallets from warehouses plus 5 extra bags. All warehouses are requested to add bags to make a 45 bag pallet as of 9/1/74.
2. All three packaging locations are requested to palletize 45 bags to the pallet for all direct customer shipments scheduled on or after 9/1/74.
3. All three packaging locations are requested to begin shipping 45 bags to the pallet to warehouses as soon as it appears likely the product will be sold on 9/1/74 or after. This requires the help of the PDC's and I'm sure Mike Fiure and Tom Salerno will provide guidance in their dispositions. In any case, the plants should ship 45 bag pallets on any warehouse restock which will obviously arrive on 9/1/74 or later.

Actually our inventories of major solvent resins (VYHH, VMCH, VAGH, VYNS) are so slender that little extra effort will be entailed at warehouses. The extra attention in September and for several months after must be directed to the small volume products such as VERR, VYLF and VROH. It may be worthwhile to go through these inventories in September and add bags to all the pallets, rather than wait for orders to be placed. That would eliminate the chance of "forgetting" in the future and shipping 2000 lbs. against a 2250 lb. order. However, that suggestion is only a suggestion and the decision is up to the responsible managers.

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Please note that this new standard does not apply to non-solvent (QYNA, VYNW) or dispersion resins. If in doubt, look at the bag. They say "Solvent Vinyl" (new bag) or "Solution Vinyl" (old bag).

Many thanks. Please advise of problems.

A. E. Donaldson
A. E. Donaldson *m*

AED/mg

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