

March 14, 1966

The Dow Chemical Company
Midland, Michigan

Attention: Mr. F. K. Quigley, Jr.

Dear Mr. Quigley:

Attached are copies of our correspondence sent to your Camden office concerning our mutual Vinyl Resin situation.

It is obvious that Dow is not only not meeting the reduced schedule but that we are having our cake frosted with a complete lack of information as to what - if anything - is transpiring. The information requested by Dudley Wardlaw is vital to us to keep abreast of the very tight situation that has been forced upon us.

You must see that timely information is furnished to Camden for relay to us.

Very truly yours,

E. T. BURGESS
Purchasing Agent

ETB:mb

~~attachments~~

bcc: Mr. J. M. Cornely
Mr. M. Bachner
Mr. W. F. Burge
Mr. D. L. Wardlaw

RECEIVED

MAR 16 1966

W F BURGESS

OCC 017469

March 14, 1966

Mr. Dave Wilson
The Dow Chemical Company
400 Market Street
Camden, New Jersey 08102

Dear Dave:

This confirms a message left for you this afternoon requesting that Piggyback shipments be made to arrive at the time bulk shipments would have arrived had Midland made them on schedule.

For example, a bulk car of PVS 144 was scheduled for shipment on March 8. It would have arrived here March 18. Therefore we will expect the same amount to arrive by Piggyback on that date.

Please allow ten days minimum transit time plus weekends if the car would normally arrive on a Saturday or Sunday.

This procedure is to be followed only in the event bulk shipment cannot be made, and I trust your Midland people are continuing their efforts to put more bulk cars into this service.

Very truly yours,

D. L. Wardlaw
Purchasing Department

DLW:vm
cc: J. M. Cornely
M. Bachner
W. F. Burge ✓
J. T. Wolfspurger
E. K. Fatzinger
E. T. Burgess

RECEIVED

MAR 15 1966

W F BURGE

OCC 017470

March 14, 1966

Mr. A. A. Batterworth
The Dow Chemical Company
400 Market Street
Camden, New Jersey 08102

Dear Arnold:

My letters of February 16 and March 7 are still unanswered. Time has answered some of the questions - you have answered none.

Thus far during the shipping period 2/20 - 3/20/66 you have shipped 74,800# of PVE 111 and 623,747# of PVC 144. This leaves you 600,000# short of your promise with four shipping days to go.

Not one wire has been received on these rail shipments. If it weren't for after-the-fact information from Gary Ridge, we would be totally ignorant of what is in transit.

According to Dave Wilson, Midland claims a car shortage, but he doesn't know where the cars are. Camden was promised a twice-weekly report of the status of all cars. This obviously never materialized.

We cannot continue to do business in such a haphazard manner. By copy of this letter, I am asking higher authority to assist me where possible in obtaining better service from Dow.

Very truly yours,

D. L. Wardlaw
Purchasing Department

DLW:vm

cc: J. M. Cornely
M. Bachner
W. F. Burge ✓
J. T. Wolfspenger
E. K. Fatsinger
E. T. Burgess

RECEIVED
MAR 14 1966
W F BURGE

OCC 017471

March 7, 1966

Dow Chemical Company
400 Market Street
Camden, New Jersey 08102

Attn: Mr. A. A. Butterworth

Dear Arnold:

My letter of February 16 outlined several deficiencies in your service to us as regards our vinyl resin purchases. Your answer to that letter has not been received. May I once again ask for your comment, particularly on items three through eight.

Since the time of that letter, the question of chlorine availability has entered the picture and caused you to reduce your March commitment from 1.7 to 1.3 million pounds. My request for the second quarter was 1.8 million pounds per month. You agreed to 1.3 million for April but nothing as yet for May and June. May I please have those figures as well as your agreement to make up your shortage from February.

We have been able to find some chlorine for you. I am hopeful we will find more. What affect will this supply have on commitments you have reduced?

Resin deliveries have been seriously affected by the lack of bulk cars and caused you to ship bagged material on many occasions. It was agreed that we would not be penalized price-wise for bagged material, yet your credit memorandum S-40422 dated 2/22/66 penalized us \$.005/# for 117,944# of bagged resin. The responsibility for adequate shipping facilities rests with you, the shipper. Consequently I am asking our accounting department to debit your next invoice to recover this \$.005/# shortage.

As regards bulk cars, we have consigned you three of ours. Papers will be mailed to you shortly covering that consignment and you will be billed for the monthly rental less mileage credits earned.

RECEIVED

MAR 7 1966

W. F. RUDGE

OCC 017472

Page 2

Arnold, your prompt answer to these letters is vital to our operation. May I please have your cooperation.

Very truly yours,

D. L. Wardlaw
Purchasing Department

DLW:vm

cc: J. M. Cornely
M. Bachner
W. F. Barge ✓
J. T. Wolfenberger
H. K. Fatsinger
D. H. Gaskill
E. T. Burgess

OCC 017473