J. D. WRIGHT - ST. LOUIS

MAY 12, 1970

E. H. FORDING - NEW YORK
J. K. LILLY - JLILL

WHITTAKER CHEMICAL

R. V. JOHNSON - RJOHN

Lilly, Fording and I met with Saul Spiller concerning his interest to consolidate purchases of plasticizer for all of their holdings. He was seeking a 12½¢ ceiling price which we had already been turned down by Jack Lilly, 13¢ was our counter offer. Spiller was not too happy with this. He indicates that his total plasticizer purchases would reach 12 M # and would include such accounts as Fervel, Lamcal, American Finishes, Furane, Marbon in Canada, Plastic Calendering, Chemical Coatings in Detroit, etc. Spiller indicates that he will be responsible for coordinating all of the purchases although he admits he has problems in just trying to pull together the entire organization at this time. He represents the Poly-Chem Group which had $130 M in sales last year and expects to reach $140 to $150 M this year. Total Whittaker operation did $750 M in sales last year and expects to do $960 M this year.

I told Saul that we would be back to him with a total approach to his account. Your mission is to see that the account is coordinated from a salesman call relationship, establish the potentials involved so that we can pull this together and take it to Saul accordingly with a proposal. Our problem - what do they represent to us and what are the opportunities? He could not help too much in that direction except to give us the big picture. We asked him to hold off making any rash commitments on a substantial portion of their plasticizer business until we are able to get back to him. Will you follow with Ed and others concerning the total approach to this account?

WRIGHT

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