

RG-1159

AUGUST 7, 1984

RAPIFAX TO: K. BLOWER/K. MORTON
GIANT YELLOWKNIFE

SUBJECT: KOPPERS

1. The Koppers plant at Conely is operating again and they have depleted two of their crude As_2O_3 storage silos. Koppers currently are completing negotiations with Trimac and will utilize 8 trailers and 6 tractors, the idea being to keep 1 trailer at Giant and 1 at Conely at all times. This will allow Giant to load the unit concerned at our convenience so Giant can provide a full trailer at all times without loading on the weekend. Turnaround time is critical to both Trimac and Koppers to minimize the freight rate. Koppers have abandoned the piggy back method because of the delays inherent in the system.
2. Shipments from Giant to Conely should commence the week of August 20 or August 27. With 6 tractors and a turnaround time of 10 days (estimated), the monthly shipment level will approximate 400 ST.
3. It is also critical in minimizing freight costs that trailers be loaded to maximum levels. In 1983, the average of 39 shipments was 22.80 ST with a range of 20.49 ST - 24.88 ST. The freight rate at 20.49ST/shipment basis 88% As_2O_3 is US 18.0¢/lb and at 24.88 ST per shipment is US 15.0¢/lb. With the spare trailer concept and the additional loading time available, will it be possible to load trailers near maximum levels on a consistent basis.

Regards,

T. J. Desanti

CC: PJR

:dmf