

December 18, 1947

Mr. J. V. Neas, Manager  
Purchasing Department,  
P. Lorillard Company,  
New York, N. Y.

Subject: Saccharin      Attn: Mr. F. M. Watson

Dear Sir:

Referring to your letter of December 4th on the above subject, we would like to eventually use one grade of saccharin, namely the powdered soluble product. This would meet all requirements, and would simplify and greatly improve the present situation. However, we note from your letter that the Monsanto Chemical Company is unable to furnish this particular grade, but has suggested that we use granular soluble saccharin as a supplement to our present insoluble saccharin powder.

Upon looking over our records we find that at Middletown Branch 82% of our saccharin is used in solution, or more truly suspension along with other sweetening materials, whereas only 18% is used in powder form. At Louisville Branch the proportion is 84 and 16%, respectively. Thus, we see no reason why the granular soluble saccharin should not meet our requirements very nicely to the extent of 82 to 84% of our purchase, whereas 16 to 18% of the latter must still be in powder form, and through necessity of the insoluble grade.

Thus, if we have made ourselves clear, we would suggest that you contract for saccharin of two types and in the above indicated proportions. However, it would be very helpful if the supplier could mark the drums more clearly than a small stencil, possibly with a red band, or even a different colored drum. Furthermore, as soon as convenient and as a matter of simplicity we would appreciate it if the supplier could see his way clear to supply us with only the soluble powder.

Very truly yours,

H. B. Farnale  
Assistant in Charge of Mfg.  
MIDDLETOWN BRANCH  
P. LORILLARD COMPANY

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