

MSG FROM: KEEFERJL--ISDCVM5 TO: MULLIGSS--ISDCVM3
To: MULLIGSS--ISDCVM3 Sandra S Mulligan

01/29/92 16:03:28

From: Jeff Keefe - KEEFERJL- EXT 992-4248
Subject: PREMIER VINYL / CREDIT TERMS

I APPROVE CREDIT TERMS AS PROPOSED.

JEFF

*** Forwarding note from UNKNOWN --NOREPLY 01/28/92 03:13 ***

Message. Dated: 01/28/92 at 1102.
Subject: PREMIER VINYL / CREDIT TERMS
Sender: J SHEILA / IN00H1/00 Contents: 2.

Part 1.
Creator: J SHEILA / IN00H1/00

FROM: Shankar KRISHNAN / IN00H1/00
TO: Jeffrey-L KEEFER (KEEFERJL) / CDCVM5
CC: Laura-A SULLIVAN (SULLIVLA) / CDCVM3

Part 2.

MSG.NO.0321/92 JAN 27, 1992

TO
JEFFREY-L KEEFER (KEEFERJL)/CDCVM5
CC LAURA-A SULLIVAN (SULLIVLA)/CDCVM3
FM SHANKAR KRISHNAN (KRISHNS)/IN00H1/00

RE PREMIER VINYL / CREDIT TERMS
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I REGRET THE DELAY IN REPLYING TO YOUR MESSAGE OF 1/2.
OUR EMAIL IN BOMBAY FROM WHERE WE RECEIVE AND SEND
MESSAGES HAD BEEN DOWN FOR 40 DAYS OR SO DUE TO
SHIFTING OF OUR OFFICE TO ANOTHER LOCATION. IN THE
MEANTIME, MESSAGES WERE STORED IN HONGKONG BUT WE
WERE UNABLE TO ACCESS. I HAVE BEEN ALSO TRAVELLING
FOR THE LAST TWO WEEK.

I HAVE SENT A DETAILED MESSAGE ALREADY ON INDIA CREDIT
TERMS REGARDING PREMIER VINYL, THIS IS A KEY NEW ACCOUNT
THAT WE HAVE GOT CONVERTED FROM TIOXIDE WITH GREAT
DIFFICULTY. TIOXIDE HAVE BEEN TRADITIONALLY OFFERING
THEM 180 DAYS CREDIT TERMS.

AFTER INTRODUCING R-103 TO THIS ACCOUNT WE HAVE THEIR
LOYALTY AND TO MATCH TIOXIDE HALF-WAY, WE HAVE OFFERED
THEM SOME FREE CREDIT AND THE BALANCE THEY PAY INTEREST
AT THE PRIME RATE. DETAILS ARE WITH LAURA SULLIVAN.

WE ARE VERY CAREFUL ABOUT CREDIT AND AGREE ONLY WHEN

N36459

THE CHOICE IS BETWEEN LOSING AN ACCOUNT AND MAINTAINING
OUR POSITION.

TRUST YOU ARE IN AGREEMENT.

BEST REGARDS / SHANKAR
DUFE / MADRAS / INDIA.

SK/sj

NEWOC #5 92/01/28 - 03:13:44

cc: SEAHOLJF--ISCD0VM1 James F. Seaholm
