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OCT 25 1984

DR. R. T. GOTTESMAN

DR GOTTESMAN
THE VINYL INSTITUTE
355 LEXINGTON AVE
NEW YORK 10017

THIS IS A CONFIRMATION COPY OF A TELEGRAM ADDRESSED TO YOU.
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THE VINYL INSTITUTE
355 LEXINGTON AVE
NEWYORK/N.Y./10017

DR. GOTTESMAN
SUGGEST WEEK 48 STARTING NOV. 25 FOR YOUR VISIT TO EUROPE.
MAXIMUM NUMBER OF VISITS WE COULD HANDLE IN A WEEK AROUND
3 WHICH WOULD INCLUDE: APME AND SOLVAY BRUSSELS, NORSK HYDRO
IN OSLO, WACKER IN MUENCHEN, VKE, HOECHST IN FRANKFURT
HOLS

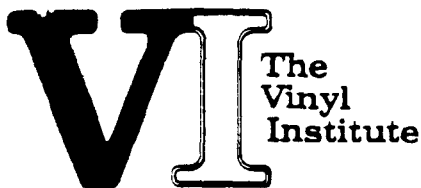
CALL 355 NEWYORK/N.Y./10017 48 26 3

STOM44 THE PAGE 2/44/42

IN MAIL, OSH/LVM EITHER IN BRUSSELS OR MEEPLEN
WILL MAIL TODAY MORE DETAILED LETTER.
WOULD APPRECIATE YOUR CONFIRMATION THAT WEEK 48 IS ACCEPTABLE AS
WE NEED RELATIVELY LONG LEAD TIME TO MAKE APPOINTMENTS
REGARDS C S VAN DOMBURG BFGOODRICH CHEMICAL EUROPE

SPI-07191

TO REPLY BY MAILGRAM MESSAGE, SEE REVERSE SIDE FOR WESTERN UNION'S TOLL - FREE PHONE NUMBERS



V I A A I R M A I L

October 19, 1984

Roy T. Gottesman
Executive Director

Mr. C. S. van Domburg
B F Goodrich Chemical Group
Veurse Achterweg 6
P. O. Box 80
2260 AB Leidschendam
Holland

Dear Mr. van Domburg:

Thank you for your letter of October 4. I was waiting until I had an opportunity to meet with Dr. Di Liddo prior to responding. I had the opportunity to meet with Dr. Di Liddo in Cleveland yesterday and we discussed his visit with Dr. Trapasso of Enichimica and others in Europe last week.

Both Dr. Di Liddo and I believe it would be worthwhile to try to convince APME of the desirability of membership in the Vinyl Institute. We also think it would be worthwhile for me to meet with other European PVC producers who are either not members of APME or who may be interested in individual memberships, as ICI has already done.

In order to plan for such a visit, which I would like to schedule as soon as practical dependent on the availability of appropriate individuals, could you please provide me with a list of those PVC producers who are members of APME? Also, assuming that I would leave for Europe on a Sunday and would plan to spend 4 or 5 days in Europe on such visits, could you suggest a schedule of companies/associations that should be visited? I would, of course, like to utilize my time to greatest advantage.

I understand that Dr. Di Liddo has also met with Mr. A. Schun of Atochem and Dr. Willersinn of BASF so that it would be desirable for me to meet with Mr. De Bree of DSM and Mr. R. Saether of Norsk Hydro. Dr. Di Liddo has also suggested that I meet with the Chairman of APME as well as with Dr. Peter Claus, the Executive Secretary of APME.

Guy Disch of Tenneco Polymers has sent me a letter (copy enclosed) and will be providing me with contact information on these German PVC producers. Is it worthwhile, in your judgement, to approach them on an individual basis or should a visit at Verband Kunststofferzeugende Industrie (VKE) in Frankfurt be the approach?

A Division of

THE SOCIETY OF THE PLASTICS INDUSTRY, INC.

355 LEXINGTON AVENUE • NEW YORK, N.Y. 10017 • (212) 573-9400

SPI-07192

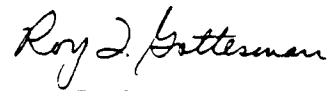
Mr. C. S. van Domburg
October 19, 1984

Page 2

I would also appreciate any information you can provide me with concerning the activities of APME and VKE so I can develop convincing arguments on how our programs in the Vinyl Institute would augment and support their own technical programs.

Thank you, in advance for your help in this. I look forward to working with you and seeing you in the near future.

Sincerely yours,

A handwritten signature in cursive script that reads "Roy T. Gottesman".

Roy T. Gottesman

RTG:g

cc: Dr. B. A. Di Liddo

Encl.

SPI-07193

Tenneco Polymers
A Tenneco Company

Tenneco Building
P.O. Box 2511
Houston, Texas 77001
(713) 757-2131

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OCT 1 1984

DR. R. I. GOTTESMAN

October 8, 1984

Dr. Roy T. Gottesman
Executive Director
The Vinyl Institute
Division of SPI
355 Lexington Avenue
New York, NY 10017

Dear Roy:

As I promised I talked to the following German PVC companies relative to The Vinyl Institute: Huels, Hoechst, BASF, Wacker and Dynamit Nobel. Their attitude was positive, but they feel that there are different problems in Western Europe which they must address separately. I think the real problem is that they have been given very skimpy information as to the programs we are supporting in the U.S.

I would like to suggest that we basically allow them to see in some detail the work we are doing; namely, technical committees, codes committees, legal committees, etc. I do not think it is money, but rather skepticism on their part of what we are doing.

If you feel this to be a good approach, I would be glad to furnish the names of key people from my visit.

Sincerely,

Guy E. Disch/rs

Guy E. Disch
Vice President/General Manager

GED/rs

cc: B. DiLiddo

SPI-07194

BF Goodrich Chemical Group

C. S. VAN DOMBURG
Area Director
Europe, Middle East, Africa

Veurse Achterweg 6
PO Box 80
2260 AB Leidschendam
Holland

Tel. 070-209320
Tx. 33060

OCT 10 1984

DR. R. T. GOTTESMAN

Dr. R.T. Gottesman
The Vinyl Institute
The Society of the Plastics Industry, Inc.
355 Lexington Avenue,
New York, N.Y. 10017
USA

4 October 1984

Dear Dr. Gottesman,

I refer to your letter to Dr. B.A. DiLiddo of September 14, 1984 and Dr. DiLiddo's letter to me dated September 24.

I will be delighted to assist you wherever I can in setting up visits with European Producers/National Associations and introducing you to people in the European Plastics Industry you wish to meet with.

Promoting membership of the Vinyl Institute could be approached in several ways such as:

- a) considering a global membership of the APME,
- b) considering individual membership of companies and/or national associations, or
- c) by a combination of (a) and (b).

Personally I think that it would be a good thing to make the approach under c) as the APME should be heavily lobbied through the APME Steering Committee members.

Regarding your proposed visit a good starting point would be Mr. E. Trapasso, Vice President of the APME and Executive V.P. of Enichimica. Other members of the APME Steering Committee and at the same time board members of major PVC producers are:

Mr. A. Schun from Atochem
Dr. H. Willersinn, from BASF
Mr. S.D. de Bree, from DSM
and Mr. R. Saether from Norsk Hydro.

SPI-07195

Regarding your proposed visit to Norsk Hydro Polymers in the U.K. I would recommend to visit Norsk Hydro in Norway rather than Norsk Hydro in the U.K. as the decision making is done in Norway.

In my opinion, also Solvay in Brussels should be visited and it would be useful to call on Dr. Claus, Director of the APME, who is a good friend of mine, in order to get his input.

As you probably know the European Plastic Industry is very active and the programs of the APME and the various National Plastic Associations seem to fulfil the industry's requirements. Since the European PVC producers are not involved in production in the USA it may be well that the idea of joining the Vinyl Institute will not be considered by them as a high priority item. Therefore it may be well worthwhile to study in some detail the activities displayed by the European PVC industry prior to your visit, in order to develop some convincing arguments why the Europeans should be joining the Vinyl Institute.

These are some tentative suggestions and may I propose that a more definite program will be determined after Dr. DiLiddo's visit as at that time more information will probably be available to determine the best way to proceed in this matter.

Yours sincerely,



C.S. van Domburg

cc Dr. B.A. DiLiddo
Mr. K.H. Lee, Jr.
Dr. M. O'Mara

SPI-07196

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OCT 1984

DR. R. T. GOTTESMAN

September 24, 1984

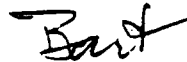
Cor van Domburg

Attached is a memo from Dr. R. T. Gottesman to me regarding potential visits to European PVC producers. The purpose would be to seek new members for the Vinyl Institute.

I offered our assistance in helping design this trip for Roy. It would be a good follow-up to my visit.

I'm copying Roy on this letter with the idea that you and he can handle this directly.

Looking forward to seeing you.



Bart A. DiLiddo

/sc

cc: R. T. Gottesman ✓
K. H. Lee
M. M. O'Mara

Cor van Domburg
BFGoodrich Chemical Europe B.V.
Veurse Achterweg 6
P.O. Box 80
2260 A.B. Leidschendam
Holland
PHONE: 31 70 209320

SPI-07197



MEMORANDUM

September 14, 1984

TO: Dr. B. A. DiLiddo

FROM: Dr. R. T. Gottesman

SUBJECT: Visits to European Producers/Trade Associations
Regarding Vinyl Institute Membership

Since, as we have discussed, it does not appear possible to have a meeting with APME coincident with your European trip on October 10, I would propose that I plan to visit APME and several other European prospects during the week of either November 12 or November 19, dependent on people's availability.

Based on contacts and correspondence that I have had regarding foreign membership in VI, I would propose to visit the following:

1. Norsk Hydro Polymers, Ltd. in England
2. ATOCHEM in France
3. BASF Artiensgesellschaft in Germany
4. Verband Kunststoffherzeugende Industrie e.v. (VKE) (German Plastics Federation)
5. Association of Plastics Manufacturers in Europe (APME), Bruxelles, Belgium

There may be other individuals or companies that you wish to add as a result of your contacts during your forthcoming trip to Europe.

I will appreciate your comments and also the help you offered from "your man in Europe" in setting up these proposed visits.

R. T. Gottesman

RTG:ms

attachment

Proposed Contacts in Europe

Mr. A. E. "Ted" Thornton
Market Development Manager
Norsk Hydro Polymers Ltd.
Aycliffe Industrial Estate
Newton Aycliffe
Co. Durham DL5 6EA
England

Ref: Letter of December 16, 1983, from Thornton
Also September 19, 1983 letter from Kema Nord Plast.

Dr. N. Fisher
PVC Development Manager
ATOCHEM
Usine de SAINT-FONS
Quai Louis Aulagne - B.P. 35
69191 SAINT-FONS CEDEX
France

Philippe O'Neill
Dir. Vinyl Resins

Ref: Letter of April 10, 1984 from Dr. Fischer
Letter from T. Kemp to B. A. DiLiddo October 4, 1983

Dr. Erhard Stahnecker
BASF Aktiengesellschaft
67 Ludwigshafen am Rhein
Germany

Verband Kunststofferzeugende Industrie e.v. (VKE)
Karlstrasse 21
6000 Frankfurt/Main 1
Federal Republic of Germany
Mr. H. Emmingin, Secretary
and/or Henner Bornemann, General Manager

Ref: Dr. Herbert Deuschl, Wacker Chemie GmbH
January 16, 1984 letter

Peter G. Claus
Executive Secretary
Association of Plastics Manufacturers in Europe (APME)
Avenue Louise, 250
P. O.B 73
B - 1050 Bruxelles
Belgium

SPI-07199

8/26 Copy to Dr. Di Liddo

Dr. Erhard Stahnecker
BASF Aktiengesellschaft
67 Ludwigshafen am Rhein

August 14, 1984

R.
AUG 14 1984
DR. R. T. GOTTESMAN

Mr. Roy T. Gottesman
The Vinyl Institute
A Division of
The Society of the Plastics
Industry, Inc.
355, Lexington Avenue
New York, N. Y. 10017

Dear Mr. Gottesman,

In your letter of May 8, 1984 you have been kind enough to invite BASF Aktiengesellschaft to become an Associate Member of the Vinyl Institute.

Upon mature consideration within our PVC-Team I am very sorry to have to inform you, that BASF Aktiengesellschaft - at least for the time being - will not make use of your kind offer.

Of course, we will reconsider our situation from time to time.

Once more thank you very much for your kind offer.

If you come to Germany in the future, please do not hesitate to contact me for further talks.

SPI-07200