

Hooker Chemical

PLASTICS DIVISION

Firestone Blvd

P.O. Box 699

Pottstown, PA 19464

215 / 326-2000

TO: MR. J. J. MCCOSKEY

FROM: J. R. HOPPER

DATE: JULY 2, 1981

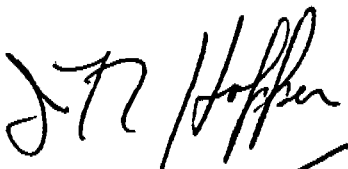
SUBJECT: DOW VCM CONTRACT FOR ADDIS

Presently Dow is the controlling force in the VCM industry. They recently moderated price increase attempts by other VCM suppliers. They have extended to us \$.03/lb. discounting for export business at Baton Rouge. In a word, Dow is and has been a good supplier. I hope the direction we are taking does not result in our loss of this merchant market contact.

I reviewed the contract (see page 3, item 9, attached) and question why three signatures are required to assign the contract from Firestone to Hooker. If Hooker Legal has not been involved to date, I suggest copies of Dow's proposal be reviewed by Bernie McNamee.

Amendment A

- 1) Additional accounting time would be required to correct monthly imbalances.
- 2) In essence we would be telling Dow our production.
- 3) It would give us the flexibility of Dow railcars at Pottstown, Perryville, and Burlington opening up the possibility of Duty Drawback using Dow Canadian VCM.



J. R. Hopper ✓

JRH/seh

Attachment

OCC 017062