

Interoffice
Communication

TO: Distribution

FROM: T. G. Grumbles

DATE: April 23, 1990

SUBJ: NEW PRODUCT DEVELOPMENT: CANADIAN CUSTOMER

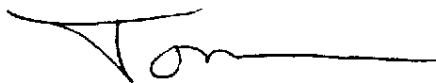
TGG: JCL: ~~MMH~~: AJO: RF

XF: None

VISTA

Recently, we have developed, or begun development of specialty alkylate and surfactant products for Canadian customers. Please be aware that Canada has hazard communication and "TSCA inventory like" (DSL) regulations that increase the need for us to know about potential markets early in the game. Specifically, we may need to produce French and English MSDS's and product labels. Also, the Canadian inventory status of new products requires evaluation in most cases.

I realize we've struggled with the new product development process recently in these business areas, but the bottom line is, small modifications in existing products require evaluation and in most cases new product info (MSDS's, labels) must be developed due to regulatory and/or commercial pressures.



T. G. Grumbles

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Distribution: M. R. Sweet, T. O'Brien, M. Cox, R. Bryan-Houston

O. C. Kerfoot, L. Matheson, D. Smith, P. Schwab-
Austin

cc: J. Vogel, D. Penney, J. Roheim

VVV 000012919