INTER-OFFICE CORRESPONDENCE

Hooker Chemical

RECEIVED
MAY 26 1982
PLASTICS ACCTG

☐ RESINS DIVISION
☐ FABRICATED PRODUCTS DIVISION
☐ FINANCE & ADMINISTRATION

To MR. A. H. KRIKORIAN - NIAGARA FALLS
NAME LOCATION

Date MAY 25, 1982

From J. F. KNIGHT - POTTSTOWN
NAME LOCATION

Subject SHELL VCM INVOICES

Copy to Mr R D Reber ✓

Per my earlier discussions with you and with Pat Fiedler I am returning Shell invoice no 1992E0-C dated 1/2/82 to you for payment My records indicate that the toll fee that was in effect at that time was $ 12/lb not $ 147/lb

Please let me know if you have any problem in paying this invoice

J F Knight

JFK/seh

Attachment

OCC 015995

FFL of FY RECEIPT / M I, CF 1# KEGATE

BURLINGTON	8918 175	6	* 61	6 10 259 001
POTTSTOWN	9041, 640	17%	* 6780	3 1270 251 01
PERRYVILLE	8668 360		* 6500	5 1210 255 001
	26688 135	100%	* 0	

INTER-OFFICE CORRESPONDENCE

Hooker Chemical

☐ RESINS DIVISION

☐ FABRICATED PRODUCTS DIVISION

☐ FINANCE & ADMINISTRATION

To S P DOMINICK
NAME LOCATION

Date APRIL 26 1982

From H H KASTER
NAME LOCATION

Subject VCM PRICE OUTLOOK

Copy to M F Mack
D J Massi
J J McCoskey
J F Knight

RECEIVED
APR 26 1982
PLASTICS ACCTG.

The following is the estimated VCM price outlook F O B Gulf Coast for the balance of 1982

	Shell	Dow
May	$ 145/lb	$ 138/lb
June	145/lb	138/lb
July	145/lb	138/lb
August	145/lb	138/lb
September	145/lb	138/lb
October	17/lb	158/lb
November	17/lb	158/lb
December	17/lb	158/lb

Current freight rate for Shell VCM to Perryville Pottstown and Burlington is $ 0213/lb ($2 13/100 lbs)

H H Kaster

HHK/seh

4/26
Copies
RH
KS
wk

OCC 015997

March 1 1982

To J Lienert
A Krikorian

From W P Fiedler

Copies D Calhoun
J Hopper
[redacted]
J Russ
J Knight
R O Donoghue
C Thiele

Subject VCM Pricing - March 1982

VCM price for March will remain at 13¢/pound Shell toll fee remains at 12¢/pound

Please invoice and pay invoices accordingly

W Patrick Fiedler
Product Manager
Chlor-Alkali South

WPF cas

3/9

RH
WK
RS

For your Info!

-Jim-

Rick Swilley

cc Bill Kelley

Subject - Special Shell VCM Pricing

We Have A Special 1¢ # Rebate From Shell For #2,000,000 = #20,000.

For February Shipments Please Use This Rate For 2,000,000#.

H. Easter will Receive A Check, which He will Forward to Me.

DJM

February, 1987 Normal VCM Price

- Dow 11¢ per pound
- Shell 13¢ per pound

INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

To MR R HAGEN H KASTER W KELLEY R SWALLEY
NAME LOCATION

Date FEBRUARY 11 1982

From D J MASSI
NAME LOCATION

Subject VCM PRICING

Copy to J J McCoskey
J Knight

I have been advised of the following concerning the price of VCM

- VCM purchased from Dow for the Addis plant in February will be priced at 118 per pound The billing price on the Dow invoice will read 130 per pound and we will receive a 012 per pound credit through HCC Corporate

- The price for Shell VCM purchased through the ICG organization is to be rolled back to 13 per pound from January 1 1982 This is a 01 per pound pick-up on 20 849 000 pounds By copy of this memo I am requesting that J Knight contact ICG purchasing to arrange for a credit

D J MASSI

pr

OCC 016000

HCC 141

INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

To MR R F GERVAIS
NAME LOCATION

Date JANUARY 5, 1982

From H. H. KASTER
NAME LOCATION

Subject VCM PRICE - JANUARY, 1982

Copy to Mr S P Dominick
Mr D W Powers
Mr J J McCoskey
Mr D J Massi
Mr J F Knight

RECEIVED
1 5 1982
PLASTICS ACCTG.

The VCM price for January 1982, has been established as $0 16/lb F O B Gulf Coast to all PVC producing locations

H H Kaster

HHK/seh

OCC 016001

HCC 141

/ 1982 AOP - Fourth Qtrs - 12-22-81

VCM Pricing

	(1)	(2)	(3)	(4)
Baton Rouge -	.1745	.1945	2245	224
All Other -	.1895	.2095	2395	.239

ALL OTHER

J	1995	1895
F	.1995	1895
M	.1995	1895
A	2195	2095
M	2195	2095
J	2195	2095
J		.2395
A		.2395
S		2395
O		.2395
N	.495	2395
D	2495	.2395
T	27540	216340
	.2295	12
	.2095	
		.2195
	2934	

Baton Rouge
(-0150)

2045/eb

OCC 016002

RA

INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

To MR. W. P. FIELDER (NAME) NIAGARA FALLS (LOCATION)

Date NOVEMBER 9 1981

From D J MASSI (NAME) (LOCATION)

Subject VCM BILLINGS TO PVC DIVISION

Copy to H Kaster, J J McCoskey, J Knight, R W Swalley, J Liemert (C I)

I have attached an outline which spells out the proposed method of receipt and payment of Shell VCM to the PVC Division

Please review this proposal and indicate, at your earliest convenience, if you agree Once agreed upon, we can finalize the exact procedures for

- notifying ICG of shipment & receipt of VCM
- support detail for monthly ITV
- time frame for determining VCM market price

D J MASSI

pr
Attachment

OCC 016003

HCC 141

SHELL VCM RECEIPT/BILLING OUTLINE

November, 1981

- PVC Division will receive billing invoices from Shell and pay direct to Shell
- ICG will receive duplicates of billing invoices from Shell and review PVC Division's payment to Shell

December 1981

- PVC Division will supply ICG with a list of VCM cars and quantity shipped from Shell
- PVC Division will supply ICG with a list of VCM cars and quantity received from Shell
- ICG will pay Shell direct
- ICG will bill (ITV) PVC Division for VCM received at a unit market price

  Market price will be determined by Messrs Gervais and Riordan

  Market price will not include a freight charge
- PVC Division will pay tank car rental and freight charges direct to carrier

January 1982

- The ICG VCM billing to the PVC Division will be on-going
- ICG will pay tank car rentals and freight charges
- ICG will bill PVC Division freight on a monthly basis

[redacted] CORRESPONDENCE

[redacted] P. FIDLER NIAGARA FALLS
LOCATION

[redacted] 23, 1981

[redacted] J. F. KNIGHT POTTSTOWN
LOCATION

[redacted] VCM SALES BY ICG TO PVC RESINS DIVISION

Hooker Chemical
PLASTICS DIVISION

[redacted] to: Mr R F Gervais
Mr J J McCoskey
Mr H. H Kaster
Mr C F Degen
Mr D W Calhoun - Houston
Mr J R Hopper Houston
Mr J F Riordan - Niagara Falls
Mr J C Hanson - Niagara Falls

[redacted] that Shell has demonstrated they can provide consolidated VCM [redacted]cing, we should proceed to implement the program (as detailed [redacted]. J R Hopper's June 17 letter to you) per the following [redacted]ule:

11/1/81 - Maintain parallel records at ICG and Pottstown Shell will send duplicate invoicing to each location

12/1/81 - Target to implement program (except transfer of rail cars)

1/1/82 - ICG will assume VCM rail car responsibilities mileage credits etc thus completing the transfer

We suggest that you along with representatives from your Accounting and Transportation Departments visit Pottstown in late November to review our records and insure a smooth transition

J F Knight

JFK/seh

pc RWS 11/2

OCC 016005

10/29 pc Mr H H Kaster
[redacted]

PRICE CHANGE NOTIFICATION

RECEIVED
OCT 30 [illegible]

LEG/ROR
NER

PLASTICS ACCTG

dlg
JR

TO R S BAKER JR
D W CALHOUN
S P DOMINICK JR
R S GERVAIS
J C HANSON
[redacted]
L G KING
J F RIORDAN
W J WETZEL

RECEIVED
OCT 28 1981
J F KNIGHT

DATE OCTOBER 21 1981

FROM J R HOPPER

SUBJECT RAW MATERIAL PRICE CHANGE FOR VINYL CHLORIDE MONOMER - CHLORINE TOLL FEE

This is to advise you that HCC Corporate Purchasing has just received notice of the following price change

Raw Material Vinyl Chloride Monomer - Chlorine Toll Fee

Vendor Shell

Old Toll Fee	New Toll Fee	Amount of Change	Effective Date
$ 171/lb	$ 147/lb	$ 024/lb	10/1/81

Comments

The VCM merchant market price became $ 17/lb ($ 22/lb list price less a $ 05/lb TVA) when Dow announced and other producers followed this price decrease effective 10/1/81 Shell responded by offering a $ 154/lb toll conversion fee which represented a $50 00/ton chlorine value When Shell realized that discounting below $ 17/lb was occurring in the VCM market place successful negotiations established the fee at $ 147/lb (a $72 00/ton chlorine value) effective October 1 and firm through the Fourth Quarter

I pact

Based on Fourth Quarter forecast d VCM quantities this $22 00/ton chlorine value improvement equates to a $570 240 00 savings by year end

J R Hopper

JRH/sel

OCC 016006

hooker

10/28 pc Mr R W Swalley
Mr R D Rebei

October 26 1981

RECEIVED
OCT 2 8 1981
J F KNIGHT

To L J Gorney

From W P Fiedler

Copies J C Hanson
J L Ward
D W Calhoun
J R Hopper
H Kaster
J. Knight

Subject September Invoicing PVC Resins Division

September invoicing for Chlorine shipped as VCM to PVC Resins Division should be as follows

Shipped 09/01/81 09/21/81 -

Location	VCM (MM Lbs)	Cl_2 Equivalent (Tons)	Price ($/Ton)
Burlington	4 853 161	1 553 0	$91
Pottstown & Perryville	6 232 152	1 994 3	$91
Shipped 09/22/81 - 09/30/81 -			
Burlington	4 493 668	1 438 0	$28
Pottstown & Perryville	7 122 460	2 279 2	$28
TOTAL	22 701 441	7 264 5	

1710 VCM
0290 Chlor
18148130 ITV
18085154 ACTUAL

1710 VCM
0090 Chlor
63817 60 ITV
64,065 17 ACTUAL

This pricing represents a 20¢/lb VCM price for September 1 through September 21 and an 18¢/lb VCM price for September 22 through September 30 per agreement between R F Gervais and J F Riordan

W Patrick Fiedler
Product Manager
Chlor-Alkali South

WPF cas

OCC 016007

Nov 1804 50 - 118 015

Roy Hagen
Dick Swalley
Bill Kelley

VCM & Resin Transfer Pricing

VCM

Beginning Oct 1981

Baton Rouge - Raw VCM will Be Billed At 17¢ per Pound We will Also Receive A 1¢ per Pound Discount In The Form of A check to Corporate And An ITV Back to Our Division (This is to be kept Confidential) We will Use 16¢ As our Cost And Set Up The Anticipated 1¢ Discount (ITV) In A Clearing Account 4-1102 Acct Rec Other ITV should be audit

Shell VCM will Be Billed At 17¢ Plus Freight

OCT
1470 VCM
0230 chlorine
1700

Resin Transfer Prices

The October Transfer Prices will Be'

To Film & Sheeting - .270

To (unplasticized) - 280

Nov/Dec out look Transfer Price will Depend Upon Resin outlook Customer Pricing

Don Massi

VCM Cost

September 1981

Daw = 180 per unit

Shell = 00 per unit reduction from prior month cost

DJM

Sept 198

Actuals

Baton Rouge

- VCM [illegible] 18¢ From Sept 1 to Year-End

-

Burlington/Kalamazoo

- VCM Price Protection 2¢ Reduction Sept 1 to Year-End

INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

To MR W R KELLEY/MR D E LONGWELL
NAME LOCATION

Date JULY 21, 1981

From J F KNIGHT
NAME LOCATION

Subject VCM PRICING - EFFECTIVE AUGUST 1, 1981

Copy to Mr R F Gervais, Jr
Mr J J McCoskey
Mr T C Walker
Mr D J Massi
Mr J R Hopper
Mr F F Hoy

[redacted]

Effective ~~August 1~~, 1981, all current VCM suppliers have announced a 02/lb increase, taking the market price to $ 22/lb plus freight The toll fee, effective August 1, 1981, from Shell, Ethyl, and Diamond Shamrock is $ 188/lb

For export PVC sales, Dow has continued their $ 03/lb rebate off market price at time of shipment

J F Knight

JFK blc

Shell Sty at 9/1
171

OCC 016011

CC 141

CORRECTED COPY

PRICE CHANGE NOTIFICATION

TO	L G King	T C Walker (Dex)	J F Riordan
	Wm E Sholl Jr	J R Hopper (Dex)	W P Fiedler (Dex)
	W J Wetzel	R A Katherine (Dex)	A Hammerl (Dex)
	R S Baker	J F Knight (Dex)	R F Gervais (Dex)
	W C Marquard (Dex)	J C Hanson (Dex)	H J Heneman

DATE July 15 1981

FROM D W Calhoun

SUBJECT Raw Material Price Change for VCM (Vinyl Chloride Monomer) Toll Fee (Raw Material)

THIS IS TO ADVISE YOU THAT HCC CORPORATE PURCHASING HAS JUST RECEIVED NOTICE OF THE FOLLOWING PRICE CHANGE

Raw Material VCM (Vinyl Chloride Monomer)

Vendor Shell & Ethyl

OLD PRICE	NEW PRICE	VARIANCE FROM AMOUNT OF CHANGE	EFFECTIVE DATE
$ 173/lb	$ 188/lb	$ 015/lb	August 1, 1981

COMMENTS The VCM market price increase of $ 02/lb on ~~August~~ September 1 1981 appears to be holding We have negotiated a toll fee of $ 188/lb with Diamond and Ethyl Shell wanted $ 19/lb originally but are now willing to be competitive at ~~the~~ $ 188 The chlorine value we will receive at the new toll fee is $100/ton

C320

D W Calhoun

DWC/mj
1774b

Pc Mr Bill Bryant - Burlington, N J

OCC 016012

INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

RECEIVED
PLASTICS ACCT

To MR W R KELLEY/MR D E LONGWELL
NAME LOCATION

Date JUNE 8, 1981

From J F KNIGHT
NAME LOCATION

Subject VCM PRICING - EFFECTIVE MAY 18, 1981

Copy to Mr R F Gervais, Jr
Mr J R Hopper
Mr F F Hoy
Mr D J Massi
Mr J J McCoskey
Mr R W Swalley
Mr T C Walker

All current VCM suppliers increased their market price effective May 18, 1981 to $ 20/lb plus freight This represents the net delivered cost to the PVC Resins Division after internal transfer charges for chlorine from the Industrial Chemicals Group

Toll fees from our suppliers are as follows

	Toll Fee		
	April 1, 1981	May 18, 1981	July 1, 1981
Shell	$ 1550/lb	$ 1730/lb	$ 1990/lb
Diamond Shamrock	$ 1665/lb	$ 1704/lb	
Ethyl		$ 1700/lb	
Georgia Pacific	$ 1665/lb	$ 1704/lb	

For export PVC sales, Dow has continued their $ 03/lb rebate off market price at time of shipment In addition, they are holding the current export price firm until August

Ethyl Corp has also offered an export incentive They will hold firm, through August, a $ 0316/lb processing fee plus ethylene at market

Shell has just announced a $ 03/lb increase on VCM effective July 2, 1981 taking the net cost to $ 23/lb plus freight The toll fee will be adjusted as shown above The extent of the industry support for this move should be determined within the next week

J F Knight
Materials Management

JFK/llh

OCC 016013

HCC 141

VIA W R Kelley / D E Longwell

VCM Pricing - Effective May 18, 1981

All current VCM suppliers increased their market price effective May 18, 1981, to $.20/lb plus freight. This ~~price~~ represents the net delivered cost to the PVC Resins Dow, after internal Transfer charges for chlorine from the Industrial Chemicals Group.

Toll fees from our suppliers are as follows:

Supplier	Toll Fee
Shell	$ 1730/lb
Diamond Shamrock	$ 1704/lb
Ethyl	$ .1700/lb
Georgia Pacific	.1704/lb

For export PVC sales, Dow has continued their $.03/lb rebate ~~program~~. If market price at time of shipment ~~goes~~ In addition, they are holding the current export price firm until August.

Ethyl Corp. has also offered an export incentive. They will hold firm, through August,

OCC 016014

~~Effective~~
a * 0316/lb processing fee plus ethylene at market

GJK

cc Mr R F Gervais, Jr
Mr J J McCloskey
Mr T C Walker
Mr J R Hopper
Mr F F Hoy
Mr D J. Mason
Mr. A W Swalley

HOOKER CHEMICAL
PLASTICS DIVISION
INTEROFFICE

TO MR R W SWALLEY

FROM J F KNIGHT

DATE APRIL 6, 1981

REFERENCE

SUBJECT VCM PRICING - APRIL, 1981

1 Shell

Effective April 1, 1981, the toll fee for VCM from Shell will be $ 155/lb Internal transfer charges for chlorine from the Industrial Chemicals Group will bring the total cost for VCM (less freight) to $ 18/lb

2 Dow

For export PVC business (excluding Canada), Dow will supply VCM to Baton Rouge during April, 1981 at $ 15/lb for a maximum of 50% of the monthly monomer throughput For domestic sales, the price is $ 18/lb

3 Uniroyal

Uniroyal is maintaining their normal competitive stance, and will supply VCM during April at $ 18/lb However, their April invoices will show an added charge of $ 002/lb representing the Superfund tax passthrough This charge for April shipments should not be paid Uniroyal is our only VCM supplier attempting to pass through this tax for April shipments, and they have been notified that we will short pay April invoices showing this tax

J F Knight
Materials Management

JFK/llh

cc Mr R F Gervais, Jr
Mr J R Hopper
Mr F F Hoy
Mr D J Massi
Mr J J McCoskey
Mr T C Walker

OCC 016016

HOOKER CHEMICAL
PLASTICS DIVISION
INTEROFFICE

TO MR R W SWALLEY

FROM J F KNIGHT

DATE MARCH 13, 1981

REFERENCE

SUBJECT DIAMOND SHAMROCK VCM INVOICES

Corporate Purchasing has requested that payment of outstanding Diamond Shamrock VCM invoices can be resumed in order to bring payments up to date

J F Knight
Materials Management

JFK/llh

cc Ms L E Garner
Mr J R Hopper
Mr J J McCoskey
Mr R D Reber

HOOKER CHEMICAL
PLASTICS DIVISION
INTEROFFICE

TO MR R. W. SWALLEY

FROM J F KNIGHT

DATE FEBRUARY 23, 1981

REFERENCE

SUBJECT DIAMOND SHAMROCK VCM INVOICES

As requested by Corporate Purchasing, please stop payment on all outstanding VCM invoices from Diamond Shamrock until notified otherwise

J F Knight
Purchasing

JFK/llh

cc Ms L E Garner
Mr J R Hopper
Mr J J McCoskey
Mr R D Reber

RECEIVED
FEB 1981
PLASTICS ACCTG.

OCC 016018

HOOKER CHEMICAL
PLASTICS DIVISION
INTEROFFICE

TO MR R W SWALLEY

FROM J F KNIGHT

DATE FEBRUARY 18, 1981

REFERENCE

SUBJECT VCM PRICING

Randy
Are we squared away on these prices? Also how do we know what to pay 14 or 17¢

1 Dow - 1st Qtr 1981 - Baton Rouge

For export PVC business (excluding Canada), Dow will supply VCM to Baton Rouge for the 1st quarter, 1981 at $ 14/lb for a maximum of 50% of the monthly monomer throughput For domestic sales, the price remains at $ 17/lb

2 Shell and Diamond Shamrock - 12/80 - 3/81

Shell and Diamond Shamrock VCM pricing is as reported in Mr J G Parsons memo of February 6, 1981, but with one correction Shell's December, 1980 price was $ 17/lb for the first 5mm lbs shipped, and $ 143/lb for the balance (3,178,313 lbs) Chlorine tolling did not apply to the first 5mm pounds shipped

J F Knight
Purchasing

JFK/llh

cc Mr T C Walker
Mr J R Hopper
Mr C J Kleinert
Mr J J McCoskey

RECEIVED
FEB 1981
PLASTICS ACCTG

OCC 016019

Hooker Chemical
PLASTICS DIVISION
Fr[illegible] tone C[illegible] d
P O Box 699
Pottstown PA 1[illegible]4
21[illegible] / 326 2000

MR R W SWALLEY

RECEIVED

March 10 1981

TO MR J J MC COSKEY

PLASTICS ACCT

FROM C E FINKBINER

SUBJECT EXPORT PVC

Relative to our conversation yesterday with reference to VCM pricing for export resin sales from our Perryville and Pottstown plants I have been given the following story by Mr Bill Marquard recently appointed Manager of Marketing for the International Division

The Hooker International Group is going to be allocated a quantity of ECUs (electrochemical units) Each ECU contains 1,100 pounds of caustic and 1 000 pounds of chlorine International has ample outlets for the caustic at prices significantly better than the guarantee they must make to ICG ($270 00 per unit) This then leaves the International Group with a quantity of free chlorine of which they must dispose

International is working with Houston Purchasing (Mr Calhoun) to develop a mechanism through which chlorine can be converted into low cost monomer by Shell Then International would essentially ask the PVC Resin Division to toll convert a portion of this monomer for their export resin operation The resin toll conversion cost would be negotiated on each sale with the PVC Resin Division to develop the selling price

Mr Marquard indicates that the charter which the International Division has is to ultimately handle all export sales for Hooker Chemical (with the exception of Canada) Accordingly all sales which the PVC Resin Division would generate to the international market will eventually be handled by the International Group and they would automatically charge a 5/ commission based on the FAS selling price

As of this date Mr Marquard only has approval in principle for this program and he is in the process of working up the details Tomorrow he expects the ICG to formally commit to approximately 10,000 metric tons of ECUs Further, Houston Purchasing has indicated that they expect the chlorine conversion to VCM details will be worked out with Shell by the end of next week Finally Mr Marquard expects to have final approval for his marketing organization including Product Managers with position specifications by the end of March The plan is to fill these positions to handle the extensive PVC international sales program just starting

In this regard I asked Mr Marquard what relief we could expect on the monomer presently being used to make PVC resins in Perryville and Pottstown for export shipment before finalization and formalization of this program Mr Marquard indicated we should keep records of the poundage involved and in those areas where we feel over-extended relative to our manufacturing costs he felt an adjustment could be made based on the current market price for export monomer In essence, he is saying that the specific order for 88 000 pounds of FPC 9300 to be shipped from Perryville on March 18 at $0 235/lb FAS, will be given a monomer credit probably of the magnitude of $0 026/lb I suspect the other orders for solution, dispersion and bagged specialty PVC resin at our list prices will not qualify for the VCM rebate

One final note, we should be careful in all quotes for international business and include the 5/ international handling charge

Since this information came to me unofficially and is a condensation of several conversations and since this program is not as yet finalized I would appreciate being informed when and if you receive something more concrete with which we can operate

C E FINKBINER

CEF jk

cc Mr T C Walker
Mr J L Russ
Mr J R Hopper
Mr R W Swalley

Hooker Chemical
PLASTICS DIVISION
Firestone Blvd
P O Box 699
Pottstown PA 19464
215 / 326 2000

FRK/LEG/DEL/RDR/LW
NEC

TO MR R K RAUSCHER
BATON ROUGE

FROM J R HOPPER
POTTSTOWN

DATE MARCH 25 1981

SUBJECT DOW VCM METERING DISAGREEMENT

Mr John Boss of the Dow corporate office advised today that Dow would like to meet with you and your management the week of April 13 to demonstrate their meter proving station When contacted by Dow please coordinate the scheduling of this meeting and keep Pottstown informed of the results

I advised Mr Boss that you and your local management must be satisfied prior to finalizing any past meter reading/billing discrepancies

J R Hopper

JRH/seh

cc Mr J J McCoskey
Mr C J Kleinert
Mr F F Hoy - Baton Rouge
Mr R W Swalley ✓

RECEIVED
APR 30 1981
PLASTICS ACCT

Hooker Chemical
PLASTICS DIVISION
Firestone Blvd
P O Box 699
Pottstown PA 19464
215 / 326 2000

Randy:
Pls note and show Lucille as you're both aware of — leave to alert Teddy then return - if you also want copy - make one

TO MR R W SWALLEY

FROM J R HOPPER

DATE FEBRUARY 12 1981

SUBJECT VCM PRICING

The attached letter from Hooker Corporate Purchasing defines our VCM charges for Pottstown and Perryville

Alert the Accounts Payable Department that when the credit charges are received from the Hooker Industrial Chemicals Group our total cost for VCM (less freight) must equate to $ 17/lb

J R Hopper

JRH/seh

Attachment

cc Mr T C Walker
Mr C J Kleinert
Mr J J McCoskey
Mr J F Knight

INTER OFFICE CORRESPONDENCE

Hooker Chemical Company

To J F Knight

Date February 6 1981

From J G Parsons

Subject VCM Invoicing

RECEIVED
FEB 12 1981
J. R. HOPPER

Copies J R Hopper ✓

On VCM product ordered for December 1980 delivery the following prices apply

Shell 14 3¢/pound - FOB Norco LA
Diamond Shamrock 14 94¢/pound - FOB LaPorte TX

Beginning January 1 1981 and continuing thereafter until further notice from us the following prices apply

Shell 14 3¢/pound FOB Norco LA 0270
Diamond Shamrock 14 66¢/pound - FOB LaPorte TX 024

At this time internal transfer charges from ICG on HCC chlorine consumed in VCM toll conversion will equate to a VCM market price of 17¢ per pound based upon a factor of .64 pound of chlorine per pound of VCM

J G Parsons

JGP dh
1243b

)

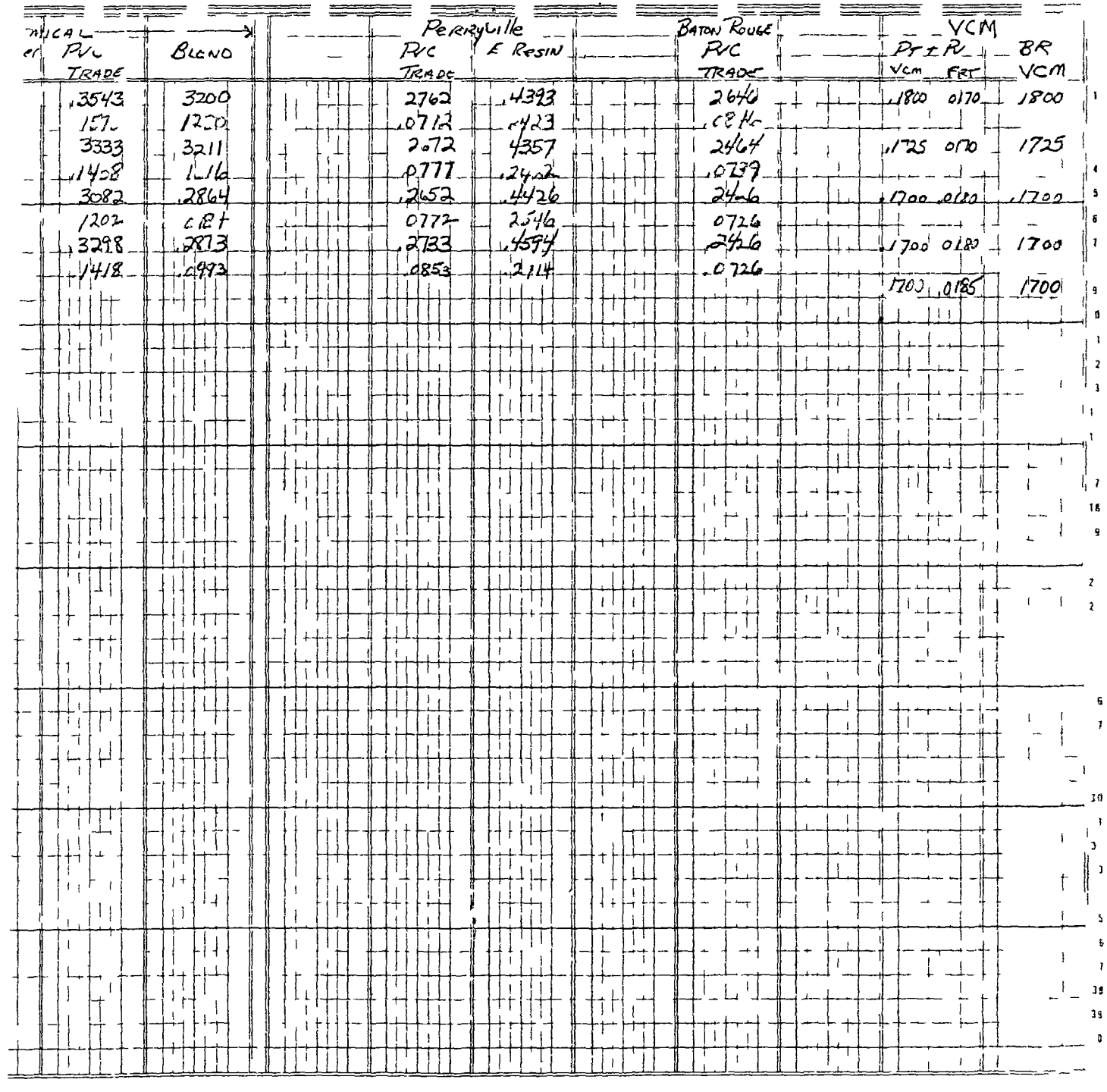
Yr 11

AUG .18.017

1725 017 .1745

< PERKVILLE ⇒ BATON ROUGE

VC TABLE	BEND		PVC TRADE	E		PVC		VCM ≈ FILLET	BR	
										1
										2
2996	2619		2508	3744				1408	0.40	3
1474	1071		0960	1176						4
3004	2700		2511	3545				1407		5
1457	1163		0904	1912						6
0109	2731		2749	3786				1,38		7
1521	1162		1211	1838						8
3271	2100		2937	4028				1497	.0445	9
1409	1471		1241	2.6						10
3268	2100		2968	4062				1504		11
1619	1457		1417	1913						12
3051	3098		2879	4043				1501		13
1145	1472		1253	2097						14
4609	4300		3079	4177				1705	0.5	15
1644	1446		1424	2322						16
3498	3305		3092	4225				1703		17
1647	1471		1437	2411						18
3579	3299		3079	4350				1707		19
1687	1441		1422	2423						20
3670	3398		3216	4517				1818		1
1173	1086		1441	2457						2
3668	3300		3200	4580		3057		1822	1.16	1.85 3
1625	1471		1211	2331		1197				2
3709	3300		3274	4538		3068		1827		1.85 5
1742	1571		1247	2351		1215				26
0752	0434		3222	4606		3075		1976		.00
1614	1271		1411	2477		107				8
3813	3539		3238	4655		3069		1979	11	.00 29
1671	1441		1071	2516		1 1				3
3746	3509		3252	4610		3092		1983		2.00 31
1 5	1 04		1104	1477		109				32
3974	3500		3699	4984		3182		2132		33
1603	1 03		1247	2612		078				1
4424	3477		3299	4737		3121		2098		2.00 35
1 1	1119		1 1 1	2371		0921				
3728	3490		3273	4576		2933		2002		T.L. 37
1676	1241		1111	2141						8
3745	3217		2982	4597		2875		1856	3.47	1875 9
1647	1169		0961	2341		1003				



TYPICAL PVC TRADE	BLEND		PERRYVILLE PVC TRADE	E RESIN		BATON ROUGE PVC TRADE		VCM PT I PR VCM	FRT	BR VCM	
.3543	3200		2762	.4393		2640		.1800	0170	1800	1
157.	1220		.0712	.423		.CEM-					
3333	3211		2072	4357		2464		.1725	0170	1725	
.1458	1.116		.0777	.2422		.0729					4
3082	.2864		.2652	.4426		2466		.1700	.0180	.1700	5
1202	.CBT		0772	2546		0726					6
.3298	.2873		.2733	.4594		.2426		.1700	0180	1700	7
.1418	.2993		.0853	.2114		.0726					
								1703	.0185	1700	9
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INTER OFFICE CORRESPONDENCE

Hooker Chemical
PLASTICS DIVISION

To MRS L E GARNER
NAME LOCATION

Date SEPTEMBER 9 1981

From J F KNIGHT
NAME LOCATION

Subject SHELL DETENTION CHARGE

Copy to Mr K H Garner
Mr J R Hopper
Mr R W Swalley
Mr W F Tyson - Perryville

To confirm earlier conversations VCM T/C detention charges from Shell have been negotiated as follows

10 days free time $30/day thereafter

J F Knight

JFK/seh

OCC 016027

cc 4