

CONOCO

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TSP
10/2/75*

Interoffice Communication

To W. B. Carter, J. F. Pinkman
From R. W. McPherson
Date July 1, 1975
Subject B. F. Goodrich VCM Exchange - Brazil

Met with Jim Wolff of B. F. Goodrich to finalize the mechanics of the VCM exchange whereby we will supply 6,000 MT of VCM to Geon, Brazil; they in turn will supply material to Aberdeen. The schedule that we have adopted will be:

	<u>To Brazil From Conoco</u>	<u>To Aberdeen From BFG</u>
July	2,000 MT	0
August	0	1.8 MM lbs.
September	2,000 MT	1.8 MM lbs.
October	0	1.8 MM lbs.
November	0	1.8 MM lbs.
December	2,000 MT	1.8 MM lbs.

We have agreed that Conoco will load material free of charge ex Lake Charles. In return, BFG will supply Aberdeen in Conoco's cars delivered.

In order to complete the BFG/Geon, Brazil transaction, this exchange will carry into the first half of 1976. An agreement is to be drawn up to cover this additional 6,000 MT. At year end 1975, any material imbalances will be carried over and made part of a new exchange agreement to be in effect in 1976. The intent will be to reduce any material imbalances to zero $\pm$ 3% by mid 1976. Any discrepancies will be resolved by pricing VCM at 11-12¢/lb.

Inasmuch as BFG has already supplied Aberdeen 4 MM lbs. of VCM on a freight collect basis, we are to remit a bill for the freight charges involved. Adam - will you please take care of this.

BOB

R. W. McPherson
kloc

cc: RFW, AJA, GGD, JADeB

VVC 000019476