

September 13, 1989

Industrial Organics

Mr. R. E. Bahr
Purchasing Agent
CHARDON RUBBER CO.
373 Washington Street
Chardon, OH 44024

Dear Bob:

Effective October 1, 1989, BASF Corporation will reduce its list price by \$.02/lb. on Palatinol 711P/P-E. Also, effective on this date, all other plasticizer list prices will be lowered by \$.01/lb. Following are the revised list prices:

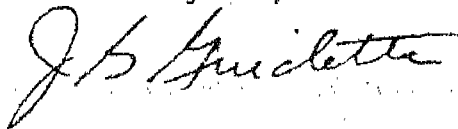
	List Price (\$/lb.)
Palatinol 711P/P-E	.505
Palatinol 79P	.460
Palatinol DOP	.450
Palatinol DINP	.450
Palatinol N	.455
Palatinol DIDP	.455
Palatinol 91P	.690
Palatinol 11P-E (DUP)	.690
Palatinol TOTM	.790
Palatinol DBP	.560
Palatinol DOA	.650

All prices are FOB shipping point with minimum freight prepaid and allowed. All terms and conditions on the list price sheets apply.

These list price adjustments are in response to lower raw material prices and general market conditions. Sublist prices will not be affected by this announcement.

BASF is grateful for your business and support, and we look forward to an ongoing partnership in plasticizers.

Best regards,



J. G. Guidette
Director of Marketing
Industrial Chemicals

Palatinol is a registered trademark of BASF Aktiengesellschaft.

REVISE
220 LG

LOW gloss Resin EXP
High molecular ct RUBBER Replacement---

CHARDO 02041