

Int roffice Communication

To Y Dave Person
 From Tom Grumbles
 Date December 21, 1983
 Subject LPA SALES: HOME HEATER FUEL MARKET

JH: ~~101~~ TGG: ~~RE~~
 XF: LPA

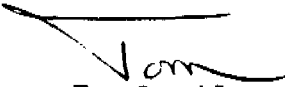
This letter is to confirm our conversation of yesterday. It is our understanding that Chemicals is not aggressively pursuing direct sale into this market. However, because LPA meets product specification requirements of 1-K grade kerosene, which is suitable for use in flueless (unvented) portable heaters, it is our belief that some distributors may be selling LPA into this market.

Due to our inability to directly control this end use, some product liability concerns are raised which we recommend be addressed in the following manner.

A letter should be sent to distributors who purchase LPA advising them of the following.

1. Containers used to transport LPA must conform to NFPA-30 container regulations and carry a kerosene warning label. A suggested label is attached.
2. The distributor have available for customers general recommendations and precautions for home heater fuel use. At a minimum these should address the danger of combustion products in unventilated, enclosed areas.
3. Legal review the letter and label to be sent.

If there is any doubt that our LPA specs may vary significantly enough to not meet 1-K specifications we should discourage distributors from selling into this market.


 Tom Grumbles

TG/akh

cc: CFP, SLL