

KANEGAFUCHI CHEMICAL INDUSTRY COMPANY, LIMITED



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2-4, 3-CHOME, NAKANOSHIMA
KITAKU, OSAKA
JAPAN

October 21, 1981

Mr. J.A. DeBernardi
Manager
Conoco VCM Plant
P.O. Box 605
Westlake, Louisiana 70669
U.S.A.

Dear Mr. DeBernardi:

Thank you for your interest in Kanegafuchi's new catalysts for the Stauffer oxychlorination process.

The following are our best proposals on the catalysts which we hope will be of interest to you:

1. Items

- (1) KOC-101 for R-301
- (2) KOC-201 for R-302
- (3) KOC-R3 for R-303
- (4) KOC-102, 103 and 201 for R-304
- (5) Diluent KOD-55

2. Prices (CIF U.S. Gulf Coast for each shipment of 1,000 kg. minimum)

- | | |
|--------------------|------------------|
| (1) KOC-101 | U.S. \$20.50/kg. |
| (2) KOC-201 | U.S. \$20.50/kg. |
| (3) KOC-R3 | U.S. \$30.10/kg. |
| (4) KOC-103 | U.S. \$16.00/kg. |
| (5) Diluent KOD-55 | U.S. \$8.25/kg. |

3. Payment

L/C at sight.

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Mr. J.A. DeBernardi

4. Packing

- (1) For KOC-101 and KOC-201
New 200-liter steel drums of 175-kg. net.
- (2) For KOC-R3:
New 200-liter steel drums at 160-kg. net.
- (3) For KOC-103:
New 200-liter steel drums at 140-kg. net.
- (4) For Diluent KOD-55
New 200-liter steel drums at 200-kg. net.

5. Delivery

Five (5) to Six (6) months after your order.

6. Others

See the attachment.

This proposal will remain valid until December 31, 1981.

We look forward to entering into a sale-and-purchase contract with you on the catalysts and the diluent as soon as possible.

Yours very truly,



K. Inoue
Manager
Overseas Department

KI/ap
Attachment

cc: Mr. Ronald J. Convers, Conoco Inc.

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Attachment

The following will be included in a sale-and-purchase contract for Kanegafuchi's new catalyst(s) for the Stauffer oxychlorination process (R-301-303) and the additional chlorination process (R-304):

1. Secrecy Agreement

For nondisclosure by the Buyer to a third party or parties of Kanegafuchi's confidential information and the catalyst(s) supplied under the said contract.

2. Consideration

Consideration for license to use patent right and technical know-how and to apply the said catalyst system(s) to the buyer's reactor(s) will be included in the price of the catalyst(s).

3. Technical Assistance

Kanegafuchi's personnel will be dispatched to the Buyer for assisting the application of the catalyst(s) at the Buyer's expense of absence fee, travel fee, and other necessary charges.

4. Performance of the Catalyst(s)

No guarantee is intended by Kanegafuchi for the performance of the catalyst(s).

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