

INTER-OFFICE COMMUNICATION
TENNECO HYDROCARBON CHEMICALS DIVISION
(RES-155-71CD)

DATE APRIL 6, 1971

TO: MANAGEMENT

CC: HEO

FOR: MR. R. M. PATE ✓

FROM: MR. R. E. SIMMONS

RE: VCM--COPPAS INTERNATIONAL
781-9652

On April 5, 1971, I talked with Mr. Larry Lisot with Coppas International concerning VCM exports. Mr. Lisot was interested in Tenneco quoting on 10,000 to 15,000 tons/year of export business which would be taken at a rate of about 1,000 tons/month. This business is currently covered, and shipments would not start until June, 1971. Mr. Lisot would not indicate his customer, but from all indications, the material would be going to Mexico.

I indicated that our price would be 4.5¢/lb. f.o.b. Tenneco's Plant, in customer's tank cars. If Tenneco were to furnish cars there would be an extra charge of 0.3¢/lb. I also stated that payment would be due Tenneco 30 days from date of invoice.

Mr. Lisot will review our indication with his customer and advise us if there is any further interest.

RES

R. E. SIMMONS

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