

JFK

HOOKER CHEMICAL COMPANY

P.O. BOX 4289 • HOUSTON, TEXAS 77210 • (713) 840-7535 • TWX 910-881-8327 • TELEX 774-349

RECEIVED

JUN 18 1981

J. E. HOPPER

JUN 18 1981

J. E. HHT

June 11, 1981

Mr. G. W. Ash
Corporate Account Manager
Shell Chemical Company
One Shell Plaza
P. O. Box 2463
Houston, TX 77001

Dear George:

Enclosed is your April 21, 1981 letter referencing weekly billings. We have executed the agreement and will appreciate you communicating when the weekly billing will commence.

Sincerely,



D. W. Calhoun

DWC/sr
1702b

cc: James Hopper - Pottstown, PA

PC - SHELL CONTRACT

OCC 017667

4/28 pc: J. F. KNIGHT ✓

Shell Chemical Company

A Division of Shell Oil Company



One Shell Plaza
P.O. Box 2463
Houston, Texas 77001

April 21, 1981

Mr. James G. Parsons
Hooker Chemical Company
P.O. Box 4289
Houston, TX 77210

RECEIVED
APR 24 1981
J. R. HOPPER

Dear Jim:

As you know we were asked to consider weekly consolidated billings for tank car shipments to various Hooker locations. While we were attempting to reach agreement on that request, your chlor-alkali people requested monthly billing with appropriate payment terms.

We prefer at this time to make the move to weekly billing upon your agreement to the following

- 1) Hooker accepts payment terms of net 27 days from date of invoice. The intent here is to assure your continued good pay performance.
- 2) Hooker will not hold up payment of invoices for individual tank car discrepancies. Invoices will be paid within 27 days from invoice date, and discrepancies will be resolved promptly as a separate matter.

After we get experience with weekly billing, we can consider the bigger move to monthly billing.

If you agree to the above, please so signify by signing this letter below as provided and returning a copy to me for our files. Upon receipt of your attached copy, I will instruct accounting to begin weekly billings and notify you of the date on which we will begin.

If you have any questions, please give me a call. We are pleased that we could be responsive to your needs and look forward to beginning this new service.

Yours very truly,

G. W. Ash
Corporate Account Manager

✓cc: James Hopper - Pottstown

Accepted and agreed this 11th day of June, 1981.

HOOKEr CHEMICAL COMPANY

By D. W. Callahan

Title _____

OCC 017668