X

C. Paton/D.E. Roush
H.R. Ford - 1070
C.L. Clay - 1070

November 22, 1971

Mr. Henry Bartz
Tennsco Chemicals
P.O. Box 815
Lobeco, South Carolina 29931

Subject: Therminol FR conversion

Dear Mr. Bartz:

We appreciate your cooperation in reviewing the conversion of your system from Therminol FR to Therminol 66.

As mentioned by telephone the Therminol FR fluids have come under severe attack from various governmental agencies as an environmental contaminant. Certain studies indicate that the Therminol FR's (PCBs or polychlorinated biphenyls) could cause injury to certain forms of bird, aquatic or marine life. We are, thus, very interested in preventing the spread of PCB into the environment, particularly into the food chain by way of food containers or food wrapping.

We are recommending that you drain the Therminol FR from your system and replace it with a non PCB Therminol 66. To assist in this conversion we will offer Therminol 66 at a $.05/pound discount from our scheduled prices which are as follows:

Quantity	Price/Pound
1 - 4 Drums	$.40
5 - 39 Drums	$.38
Drum Size	460 Pounds Net
Weight/Gallon	8.35 pounds
F.O.B. Point	Anniston, Alabama

PLAINTIFF'S EXHIBIT
216
10-26-95

TNGS 004094

WATER_PCB-SD0000076701

Thus, for eight drums of fluid (six for fill - two for makeup) the cost would be $1211.10 (8 x 460 x $.33/pound) plus freight from Anniston, Alabama. Just the three drums of FR makeup alone would have cost $630.00 plus freight and this conversion will eliminate the possibility of PCB problems with your product.

Further, we would ask that the drained FR fluid be drummed and returned to us freight prepaid and we will absorb the normal $.03/ pound incineration charge. Labels are enclosed giving the return address which can be attached to the drums.

Should you have questions about the conversion please call Mr. Carl Clay in Atlanta at (404) 477-2260 or me at this location.

To enter the order for Therminol 66 please use our toll free (800) 325-3850.

Very truly yours,

James J. Roder
Product Supervisor
Heat Transfer Fluids

lb

Attachment

cc: Mr. Doug Bowers

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