

27th April, 1977

Mr W. M. Bell,
Techni-Chemical Products Co. Ltd,
P.O. Box 37-153,
AUCKLAND

Dear Mr Bell,

I am in receipt of your letter dated 20th April, 1977 laying out Conoco's position with regard to labelling and labelling. In paragraph 2 you state that Conoco's legal department would not permit shipments of PVC resin without the warning labels and this suggests to me that you did in fact pass along our verbal request that such labels not be affixed to the bags. All I can say at this point of time is that Conoco should have advised us of their problem well in advance of shipment rather than just try to let it slip through. It appears to me that their problem is strictly an internal one and I have already pointed out to you that other United States manufacturers are shipping resin labelled 'for export' and this apparently fully complies with OSHA labelling requirements.

I am also somewhat surprised at Conoco's statement that we cannot have Certificates of Analysis on the lots shipped. Surely they must do some sort of quality control testing at the time of production and any company so concerned about the safety and welfare of workers that they will not ship overseas that which is unsuitable for domestic shipment must surely have retained RVCM data. In short, it appears to me that Conoco is not seriously interested in servicing the New Zealand market and you can advise them that it is highly unlikely that BFGoodrich Chemical (NZ) Ltd will be placing further orders for Conoco PVC resin.

Very truly yours,
B F GOODRICH CHEMICAL (NZ) LTD



Paul J. Bryer,
GENERAL MANAGER

PJB/err



SAL 000071426