

June 16, 1983

DESCRIPTION AND REASONS REQUIRED

PROPOSED WORK AND COST

Funds of _____ \$9600, are requested for the purchase of a Ford L.T.D. Station Wagon.

PRESENT SITUATION

The 1980 Impala Station Wagon, a leased vehicle must be returned at the end of four years or 70,000 miles. We now have 70,000 miles on the vehicle.

We propose to replace with a Ford L.T.D. equipped as follows:

- Air Conditioning
- Electric Defroster - rear window
- Tinted glass
- White side walls
- Right side view mirrors
- Vinyl interior
- Luggage rack

The station wagon will be purchased thru Mr. C.P. Woehrle of Wayne.

JUSTIFICATION

The Station Wagon will replace a 1980 Impala Station Wagon leased by Cyanamid in August 1979, for use in Wayne and transported to this location in December 1980. Mileage on the leased Station Wagon is 70,000.

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JUSTIFICATION (CONTINUED)

The subject vehicle, the only one at the Chicago Plant is used approximately 75% of the annual working days for all transportation needs which include:

- A. Transport of employees to and from the Clearing Industrial Clinic for all medical requirements such as annual physicals, blood leads and routine or emergency treatment.
- B. Pick up of maintenance materials or required to maintain production output. One way distances range from four to twenty miles.
- C. Daily banking and postal requirements.
- D. Pick-up and transport of visitors to and from the airport, hotels, and meeting outside.
- E. Business meetings attended by plant personnel.
- F. Emergency pick-up of raw materials to cover immediate production requirements.

COMMERCIAL FACTORS

See Attached Sheet

DETAILS OF PROPOSAL

The present leased company station wagon will be turned back in , and a 1983 Ford L.T.D. station wagon will be purchaed as its replacement.

PRODUCTION FACTORS

This proposal will not alter product quality or production rates.

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CONTINGENT FUTURE COMMITMENTS

This proposal will not require additional funds to complete.

ALTERNATIVES CONSIDERED

Lease rather than purchase. The calculations completed by the W.I. Accounting Group indicates the economic factor favor purchasing rather than lease.

RISKS

No operating risks are involved.

CONCISE SUMMARY

Per company regulation, the leased station wagon is being replaced with a new station wagon.

COMMERCIAL FACTORS

THIS ORDER SUPPORTS A PLANT BUDGET FOR LEAD STABILIZERS AS FOLLOWS:

(K \$/ Lbs.)	SALES		MARGINAL INCOME		POS	
	LBS.	\$	\$	%	\$	%
Budget first four months All Stab- ilizers 1983	1,900	1,361	673	49.5	377	27.7
Actual first four months All Stab- ilizers 1983	1,894	1,094	562	51.4	286	26.1
Budget 1983 All Stab- ilizers	6,550	4,673	2,304	49.3	1,373	29.4