FORM DC 00016-R1

DANA CORPORATION

VICTOR DIVISIONS

INTRA-COMPANY COMMUNICATION

SUBJECT Pricing of Export Shipments

DATE April 8, 1968

TO J. A. Johnson - Smith & Kanzler

Our policy on pricing of export shipments of materials made direct from your plant to our foreign affiliates is as follows:

You should quote on the basis of your charge to Victor plus 15 percent plus all export packing and C.I.F. costs. If you do not sell Victor, then figure the cost you would charge Victor and proceed as above.

You are free to establish your own rules on exports to other accounts.

Any questions-please contact me.

R. M. Burns

RMB/cl

VPD-158-0000381

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