2/23 → [illegible]

H. S. BERGEN - B2SL

February 14, 1972

C. Bradford
A. J. Koenig - B3FF
J. R. Savage

MARKETING PRICE FOR PCB INCINERATION AND PYDRAUL INCINERATION REBATE ALLOWANCES ON NEW PYDRAUL SERIES PURCHASES

T. L. Gossage

Based on conversations with you, Bradford, Johnson, Savage, and Koenig, we will follow the schedule presented below with regard to market prices for incineration and for rebate allowances on products to be incinerated with sales of new phosphate esters:

We will charge 3¢/lb. for the near-100% PCB's which include Therminol FR's and the dielectric fluids. We may have to increase this price if our operating costs continue to increase but for the moment I intend to hold with this number. (Savage has been instructed to do all possible to reduce manufacturing costs. Obviously, the greater the throughput the better off we will be.)

We will charge 5¢/lb. for Pydraul incineration. The reason for the increased price on Pydrauls is that the incinerator was designed and costs established based on 100% PCB's and for that specific purpose in mind. In the case of Pydrauls we had no intention of burning them and if we are to do so we should make money on them. At 5¢/lb. we will show a slight profit.

With regard to the rebate policy, the only parameter I will give you is that the maximum rebate will be 3¢/lb., based on total returned goods for incineration. The amount of the rebate will be a negotiated item on a case-by-case basis, considering competitive factors, volume, etc.

H. S. BERGEN

/jf

EXHIBIT

PLAINTIFF'S EXHIBIT 7 12/16/83

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