C. L. Bradford - G. O.

February 4, 1972

PRICING - MCS 1223

R. E. Hatton
J. H. Davidson
T. L. Gossage
H. S. Bergen
H. R. Ford - 1070
J. G. Frederiksen - 1460
D. W. Stegen - 1460

D. F. Smith
B2NG

Dale, MCS 1223 is our suggested replacement product for Turbinol 153.. Pricing will be the same as for Turbinol 153, and we will also sell this product FOB St. Louis.

For the record:

Packaging	Price - $/Gal.
TC/TT	$3.55
TL	3.75
LTL	3.85
5 gal. can	4.20

Shipping point: FOB St. Louis

Terms: Net 30 days

C. L. Bradford

/pep

BPS to carbonees:

Costs quoted by Jim Savage on February 2, 1972 show MCS 1223 to be $2.66 per gallon in drums and $2.46 per gallon bulk. Gross profit at those costs and at the prices noted above should be 31% in either drums or bulk. This confirms discussion with and approval of H. S. Bergen on February 3, 1972.

C. L. B.

PLAINTIFF'S EXHIBIT 35
1-19-92

TRAN 003202