

H. D. Harmon - General Offices

February 12, 1969

Aroclor Source of Supply

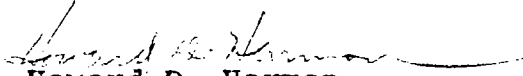
Mr. D. A. Olson
DOLSO

P. G. Benignus - PBENI
~~F. S. Bergen~~ - ~~HBERG~~
W. A. Kuhn - WKUHN

I have considered the profitability of our budgeted 1969 sales of Aroclor to India from the standpoint of selling from either MCL or MMK. It would appear that our decision would have to be to service India from MCL.

In this exercise I have used the manufacturing and freight costs cited in Bill Kuhn's memo of January 21, 1969. SARE and Income Charges for MCL are at the same rate as their 1969 budget for Functional Fluids. MMK's rates for SARE (8%) and Income Charges (4%) were obtained from International Division Accounting.

If you have further questions or wish to investigate further please let me know.


Howard D. Harmon

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Attachment

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