

COST INCREASE ONLY

DOW CHEMICAL COMPANY

DC 334-97A (1-67)

DATE

ORDER OR CONTRACT NO. OR DATE OF AGREEMENT

10/23/74

AC 100-59438

PURCHASE AUTHORIZATION AND SAVINGS RECORD

COMMODITY, JOB OR SERVICE

COMMODITY CODE

VINYL CHLORIDE MONOMER

9940C

PLEASE INDICATE YOUR APPROVAL OF PURCHASE AND FORWARD

DEPARTMENT	NAME	APPROVAL SIGNATURE	DATE
P/MS	Mr. T. N. Tackett	<i>T. N. Tackett</i>	10/24/74
P/MS	Mr. A. J. D'Arcy	<i>A. J. D'Arcy</i>	10/24/74
C&P	Mr. A. W. Lutz	<i>A. W. Lutz</i>	10/24/74
C&P	Mr. R. J. Hughes	<i>R. J. Hughes</i>	10-25-74

RETURN TO →

Maddy Gallagher

COMMITMENT RESUME

BASIS FOR AWARD

TOTAL PRICE OR ESTIMATED VALUE \$7.94MM	CONTRACT PERIOD, SHIPMENT OR DELIVERY DATE
PURCHASE AUTHORITY ☐ REQUISITION OTHER (EXPLAIN BELOW)	☐ LETTER: DATED
% OF USAGE	CURRENT PUBLISHED SOURCE AND PRICE
☐ PRICE SAME AS LAST AGREEMENT	☐ PRICE DECREASED (APPARENT SAVINGS DESCRIBED BELOW)
☒ PRICE INCREASED (EXPLAIN BELOW)	

☐ EVALUATED LOW PRICE (EXPLAIN BELOW)
☐ BEST DELIVERY NOT LOW PRICE (EXPLAIN BELOW)
☐ ENGINEERING OR USER PREFERENCE - NOT LOW PRICE (EXPLAIN BELOW)
☐ NEGOTIATED PURCHASE (EXPLAIN BELOW)
☐ OTHER (EXPLAIN BELOW)

SAVINGS

REMARKS

	PURCHASING SAVINGS	OIP
(1) NEW VENDOR	\$	\$
(2) ALTERNATE MATERIAL		
(3) CHANGED QUANTITY		
(4) INDUSTRY-WIDE PRICE CHANGE		
(5) DIRECT PRICE REDUCTION		
(6) OPTION		
(7) SPARE PARTS		
(8) ESCALATION		
(9) FINANCIAL TERMS		
(10) INVENTORY REDUCTION		
(11) TRANSPORTATION		
(12) PACKAGING, MATERIALS HANDLING		
(13) INSTR., MAINT. & SERVICE CONTRACTS		
(14) OTHER		
TOTAL SAVINGS	\$	\$

Per terms of contract UCC price of homopolymer PVC resins will be increased again by \$0.02/lb. from \$.22 to \$.24/lb. as of October 15, 1974. VCM price will be increased according to contract by 30% of PVC price increase (\$.02/lb.) or \$.00 per pound.

VCM price will increase effective 11/1/74 from \$.071/lb. to \$.077/lb.

Estimated cost increase for 1974 is:

(OVER)

BLAND/UCC 667

NOTE: Numbers Used Refer to Purchasing Savings Definitions

1974 Estimate

COST INCREASE: \$7.94MM or 48%

PURCHASING AGENT (SIGNATURE)

FSStanwyck:mg

F. Stanwyck

WORK SHEET - TABULATION OF BIDS

DIVISIONS AND LOCATIONS						
INQUIRY NUMBER		INQUIRY DATE		DESCRIPTION OF COMMODITY, JOB OR SERVICE		BID ESTIMATE
BIDDER AND BID DATE						
PRICE	1974 history of price changes:					
				VCM	\$/lb.	\$MM
	<u>Period</u>	<u>PVC</u>	<u>Price \$/lb.</u>	<u>Quantity</u> <u>MM Lbs.</u>	<u>Price</u> <u>Increase</u>	<u>Cost</u> <u>Increase</u>
	1/1/74	.12	.041			
	3/1/74-7/1/74	.17	.056	133	.015	1.99
	7/1/74-9/1/74	.20	.065	66	.024	1.58
	9/1/74-10/31/74	.22	.071	66	.030	1.99
	11/1/74-12/31/74	.24	.077	66	.036	2.38
					Total	7.94MM
	At 400MM lbs./yr. contract quantity take and \$.041/lb. price as of 1/1/74 estimated value of 1974 purchases would have been \$16.4MM. With increases in price total cost increase for 1974 is estimated at \$7.94MM to \$24.34MM contract value.					
	Cost Increase for 1974 is estimated to be:					
	7.94 or 48% 16.4					
SHIPMENT PROMISE OR COMPLETION DATE						
FOB POINT/FREIGHT CHARGES						
FIXED PRICE OR PRICE ADJUSTMENT PROVISIONS						
TERMS OF PAYMENT						
EVALUATED NET PRICE						
OIP DESCRIPTION						

- ☐ RECURRING SAVINGS
☐ NON-RECURRING SAVINGS
☐ _____

BLAND/UCC 668

COST INC REASE ONLY

DOW CHEMICAL

C 334-97A (1-67)

DATE

ORDER OR CONTRACT NO. OR DATE OF AGREEMENT

8/21/74

AC 100-59438

PURCHASE AUTHORIZATION AND SAVINGS RECORD

COMMODITY, JOB OR SERVICE

VINYL CHLORIDE MONOMER

COMMODITY CODE

9940C

PLEASE INDICATE YOUR APPROVAL OF PURCHASE AND FORWARD

DEPARTMENT	NAME	APPROVAL SIGNATURE	DATE
P/MS	Mr. T. N. Tackett	<i>T. N. Tackett</i>	8/21/74
<i>8/21/74</i> P/MS	Mr. A. J. D'Arcy	<i>A. J. D'Arcy</i>	8/22/74

RETURN TO →

FS Stanwyck

COMMITMENT RESUME

TOTAL PRICE OR ESTIMATED VALUE \$7.56MM	CONTRACT PERIOD, SHIPMENT OR DELIVERY DATE
PURCHASE AUTHORITY	
☐ REQUISITION	☐ LETTER: DATED
OTHER (EXPLAIN BELOW)	
% OF USAGE	CURRENT PUBLISHED SOURCE AND PRICE
☐ PRICE SAME AS LAST AGREEMENT	☐ PRICE DECREASED (APPARENT SAVINGS DESCRIBED BELOW)
☐ PRICE INCREASED (EXPLAIN BELOW)	

BASIS FOR AWARD

☐ EVALUATED LOW PRICE (EXPLAIN BELOW)
☐ BEST DELIVERY NOT LOW PRICE (EXPLAIN BELOW)
☐ ENGINEERING OR USER PREFERENCE - NOT LOW PRICE (EXPLAIN BELOW)
☐ NEGOTIATED PURCHASE (EXPLAIN BELOW)
☐ OTHER (EXPLAIN BELOW)

SAVINGS

	PURCHASING SAVINGS	OIP
(1) NEW VENDOR	\$	\$
(2) ALTERNATE MATERIAL		
(3) CHANGED QUANTITY		
(4) INDUSTRY-WIDE PRICE CHANGE		
(5) DIRECT PRICE REDUCTION		
(6) OPTION		
(7) SPARE PARTS		
(8) ESCALATION		
(9) FINANCIAL TERMS		
(10) INVENTORY REDUCTION		
(11) TRANSPORTATION		
(12) PACKAGING, MATERIALS HANDLING		
(13) INSTR., MAINT. & SERVICE CONTRACTS		
(14) OTHER		
TOTAL SAVINGS	\$	\$

REMARKS

Per terms of contract UCC price of homopolymer PVC resins will be increased again by \$0.02/lb. from \$.20 to \$.22/lb. as of 8/1/74. VCM price will be increased according to contract by 30% of PVC price increase (\$.02/lb.) or \$.006/lb.

VCM price will increase effective 9/1/74 from \$.065/lb. to \$.071/lb.

Estimated cost increase for 1974 is:

(OVER)

BLAND/UCC 669

NOTE: Numbers Used Refer to Purchasing Savings Definitions

1974 Estimate

COST INCREASE: \$7.56MM or 46%

PURCHASING AGENT (SIGNATURE)

FSStanwyck:mg

FS Stanwyck

WORK SHEET - TABULATION OF BIDS

DIVISIONS		LOCATIONS				
INQUIRY NUMBER		INQUIRY DATE		DESCRIPTION OF COMMODITY, JOB OR SERVICE		BID ESTIMATE
BIDDER AND BID DATE						
PRICE	1974 history of price changes:					
				VCM	\$/lb.	\$MM
		Price \$/lb.		Quantity	Price	Cost
	Period	PVC	VCM	MM Lbs.	Increase	Increase
	1/1/74	.12	.041			
	3/1/74-7/1/74	.17	.056	133	.015	1.99
	7/1/74-9/1/74	.20	.065	66	.024	1.58
	9/1/74-12/31/74	.22	.071	133	.030	3.99
	estimated				Total	\$7.56
	At 400,000 lbs./yr. contract quantity take and \$.041/lb. price as of 1/1/74 estimated value of 1974 purchases would have been \$16.4MM. With increases in price total cost increase for 1974 is estimated at \$7.56MM to \$22.96MM contract value.					
	Cost Increase for 1974 is estimated to be:					
	7.56 16.4 or 46%					
SHIPMENT PROMISE OR COMPLETION DATE						
FOB POINT/FREIGHT CHARGES						
FIXED PRICE OR PRICE ADJUSTMENT PROVISIONS						
TERMS OF PAYMENT						
EVALUATED NET PRICE						

OIP DESCRIPTION

- ☐ RECURRING SAVINGS
☐ NON-RECURRING SAVINGS
☐