

International Orders

February 7, 1968

J. A. Johnson - Smith & Kanzler

Attached is copy of the letter referred to in your memo of February 2.

Considering the volume, pricing to Victor Canada and Hayes-Dana should reflect all unusual costs of packaging or processing plus a general markup of 10 percent over costs than you charge Victor Chicago.

Check the prices which you have previously used in shipments to our affiliates and update for fiber and labor increases. For all materials for any customers that are not one of the Victor Dana affiliates, you should add 15 percent over prices given to our affiliates.

If affiliates request materials which you have not previously supplied to them, you would generally handle it on the same basis as Canada, with a 10 to 20 percent markup.

Use your best judgment as the above are guide lines not firm policies.

R. M. Burns

RMB/cl

attach.

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