MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO.

| CELLO-CHEM | | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| RPC 1300 BAG | 09 | 86980 | 26,400 | 7,422 | | 402 | 733 | | 72 | 8,629 |
| RPC 1300 | 09 | 86980 | | | | | | | | |
| TOTAL | | | 26,400 | 7,422 | | 402 | 733 | | 72 | 8,629 |
| RPC 1009 /SCRIPSET 080 | 09 | 86766 | | | | | | | | |
| RPC 1009 DRUM | 09 | 81605 | 178 | 121 | | | | | | 121 |
| TOTAL | | | 178 | 121 | | | | | | 121 |
| PCW-10 BAG | 09 | 84371 | | | | 156 | | | | 156 |
| PCW-10 | 09 | 84371 | | | | | | | | |
| TOTAL | | | | | | 156 | | | | 156 |
| SCRIPSET 220 DRUM | 09 | 84341 | | | | | | | | |
| SCRIPSET 500 BAG | 09 | 86931 | 306,350 | 56,686 | | 4,706 | 12,638 | | 5,561 | 79,591 |
| SCRIPSET 500 | 09 | 86931 | | | | | | | | |
| SCRIPSET 520 BAG | 09 | 86942 | 57,100 | 12,251 | | 995 | 2,974 | | 584 | 16,804 |
| SCRIPSET 520 BAG | 09 | 84374 | 40,000 | 14,404 | | 644 | 6,832- | | | 8,216 |
| SCRIPSET 520 | 09 | 86942 | | | | | | | | |
| SCRIPSET 530 BAG | 09 | 86937 | 14,500 | 3,663 | | 423 | 6,292 | | 1,119 | 11,497 |
| SCRIPSET 530 | 09 | 86937 | | | | | | | | |
| SCRIPSET 540 BAG | 09 | 84371 | 108,400 | 24,736 | | 2,354- | 200- | | | 22,182 |
| SCRIPSET 540 | 09 | 84371 | | | | | | | | |
| TOTAL | | | 526,350 | 111,740 | | 4,414 | 14,872 | | 7,264 | 138,290 |
| TOTAL SCRIPSET FAMILY | | | 552,928 | 119,283 | | 4,972 | 15,605 | | 7,336 | 147,196 |



DSW 332730

STLCOPCB4079306

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLO-CHEP | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| RPC 1300 BAG | OS EVE | | 26,400 | .644 | 17,008 | 8,629 | .326 | .281 | 8,379 | 49.2 |
| RPC 1300 | OS EVE | 22,000 | | | | | | | | |
| TOTAL | | 22,000 | 26,400 | .644 | 17,008 | 8,629 | .326 | .281 | 8,379 | 49.2 |
| RPC 1009 /SCRIPSET 680 | OS EVE | | | | 48- | | | | 48- | 100.0 |
| RPC 1009 DRUM | OS BAX | | 178 | .988 | 176 | 121 | .679 | .679 | 55 | 31.2 |
| TOTAL | | | 178 | .719 | 128 | 121 | .679 | .679 | 7 | 5.4 |
| PCW-10 BAG | OS ADD | | | | 2,160- | 156 | | | 2,316- | 107.2 |
| PCW-10 | OS ADD | 408,000 | | | | | | | | |
| TOTAL | | 408,000 | | | 2,160- | 156 | | | 2,316- | 107.2 |
| SCRIPSET 220 DRUM | OS ADD | | | | 49- | | | | 49- | 100.0 |
| SCRIPSET 500 BAG | OS EVE | | 306,350 | .486 | 148,948 | 79,591 | .259 | .185 | 69,357 | 46.5 |
| SCRIPSET 500 | OS EVE | 258,000 | | | | | | | | |
| SCRIPSET 520 BAG | OS EVE | | 57,100 | .520 | 29,702 | 16,804 | .294 | .214 | 12,898 | 43.4 |
| SCRIPSET 520 BAG | OS ADD | | 40,000 | .535 | 21,405 | 8,216 | .205 | .360 | 13,189 | 61.6 |
| SCRIPSET 520 | OS EVE | 236,000 | | | | | | | | |
| SCRIPSET 530 BAG | OS EVE | | 14,500 | .407 | 5,910 | 11,497 | .792 | .252 | 5,587- | 94.5- |
| SCRIPSET 530 | OS EVE | 32,000 | | | | | | | | |
| SCRIPSET 540 BAG | OS ADD | | 108,400 | .473 | 51,330 | 22,182 | .204 | .228 | 29,148 | 56.7 |
| SCRIPSET 540 | OS ADD | 48,000 | | | | | | | | |
| TOTAL | | 574,000 | 526,350 | .488 | 257,295 | 138,290 | .262 | .212 | 119,005 | 46.2 |
| TOTAL SCRIPSET FAMILY | | 1,004,000 | 552,928 | .492 | 272,222 | 147,196 | .266 | .215 | 125,026 | 45.9 |

* = POUND  M THOUSAND  T SHORT TON  K GRAM
W WAFER  B BARREL  C LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332731

STLCOPCB4079307

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLU-CPEM | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| SCRIPSET 1C1 BULK | 09 | 85934 | 158,300 | 19,457 | | 2,570 | 5,822 | | | 27,849 |
| SCRIPSET 1C1 DRUM | 09 | 82456 | 243,075 | 38,288 | | 929 | 325 | | | 39,542 |
| SCRIPSET 1C1 DRUM | 09 | 85934 | 11,550 | 1,883 | | 169 | 425 | | | 2,477 |
| SCRIPSET 1C1 | 09 | 82456 | | | | | | | | |
| TOTAL | | | 412,925 | 59,628 | | 3,668 | 6,572 | | | 69,868 |
| TOTAL COATING INSOLUBILIZR | | | 412,925 | 59,628 | | 3,668 | 6,572 | | | 69,868 |
| TOTAL SURFACE ACTIVES | | | 565,853 | 178,911 | | 8,640 | 22,177 | | 7,336 | 217,064 |
| MERSIZE CC2 DRUM | 09 | 81600 | 114,500 | 9,001 | | 379 | | | | 9,380 |
| MERSIZE CC2 | 09 | 81600 | | | | | | | | |
| MERSIZE CC 2 DRIED DRUM | 09 | 81601 | 9,500 | 1,273 | | 53 | | | | 1,326 |
| MERSIZE CC2 DRIED | 09 | 81601 | | | | | | | | |
| MERSIZE RM DR BAG | 09 | 81604 | 264,800 | 32,319 | | 501 | | | | 32,820 |
| MERSIZE RM DR | 09 | 81604 | | | | | | | | |
| MERSIZE RM 77 BULK | 09 | 81784 | 90,400 | 7,873 | | 90 | 421 | | 4 | 8,388 |
| MERSIZE 77 BULK | 09 | 81603 | 94,900 | 8,541 | | | | | | 8,541 |
| CUR SIZE 77 BULK | 09 | 81603 | | | | | | | | |
| NEK SIZE 77 BULK | 09 | 81784 | 272,950 | 22,296 | | 661 | 1,270 | | 11 | 24,238 |
| NEK SIZE 77 BULK | 09 | 81609 | 92,700- | 8,217- | | | | | | 8,217- |
| NEK SIZE 7C BULK | 09 | 81608 | 190,800 | 15,375 | | 25 | | | | 15,400 |
| MERSIZE RM DRY ARR 211 | 809 | 81604 | 60,000 | 7,221 | | 128 | | | | 7,349 |
| TOTAL | | | 1,005,150 | 95,682 | | 1,837 | 1,691 | | 15 | 99,225 |



DSW 332732

STLCOPCB4079308

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL PAP
REPORT NO. 6

SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

| CELLO-CHEM | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| SCRIPSET 101 BULK | 09 CHB | | 158,300 | .222 | 35,148 | 27,849 | .175 | .122 | 7,299 | 20.7 |
| SCRIPSET 101 DRUM | 09 SPR | | 243,075 | .256 | 62,415 | 39,542 | .162 | .157 | 22,873 | 36.6 |
| SCRIPSET 101 DRUM | 09 CHB | | 11,550 | .253 | 2,925 | 2,477 | .214 | .163 | 448 | 15.3 |
| SCRIPSET 101 | 09 SPR | 424,000 | | | | | | | | |
| TOTAL | | 424,000 | 412,925 | .243 | 100,488 | 69,868 | .169 | .144 | 30,620 | 30.4 |
| TOTAL COATING INSOLUBILIZR | | 424,000 | 412,925 | .243 | 100,488 | 69,868 | .169 | .144 | 30,620 | 30.4 |
| TOTAL SURFACE ACEITIVES | | 1,428,000 | 965,853 | .385 | 372,710 | 217,064 | .224 | .185 | 155,646 | 41.7 |
| MERSIZE CO2 DRUM | 09 BAX | | 114,500 | .166 | 19,108 | 9,380 | .081 | .078 | 9,728 | 50.9 |
| MERSIZE CO2 | 09 BAX | 166,000 | | | | | | | | |
| MERSIZE CO 2 DRIED DRUM | 09 BAX | | 9,500 | .311 | 2,961 | 1,326 | .139 | .134 | 1,635 | 55.2 |
| MERSIZE CO2 DRIED | 09 BAX | 16,000 | | | | | | | | |
| MERSIZE AM DR BAE | 09 BAX | | 264,800 | .177 | 47,088 | 32,820 | .123 | .122 | 14,268 | 30.3 |
| MERSIZE AM DF | 09 BAX | 282,000 | | | | | | | | |
| MERSIZE AM 771 BULK | 09 NIT | | 90,400 | .137 | 12,385 | 8,388 | .092 | .087 | 3,997 | 32.2 |
| MERSIZE 77 BULK | 09 BAX | | 94,900 | .131 | 12,480 | 8,541 | .090 | .090 | 3,939 | 31.5 |
| CON SIZE 77 BULK | 09 BAX | | | | 721- | | | | 721- | 100.0 |
| NER SIZE 77 BULK | 09 NIT | | 272,950 | .130 | 35,615 | 24,238 | .088 | .081 | 11,377 | 31.9 |
| NER SIZE 77 BULK | 09 BAX | | 92,700- | .130 | 12,079- | 8,217- | .088 | .088 | 3,862- | 31.9 |
| NER SIZE 7C BULK | 09 BAX | | 190,800 | .107 | 20,478 | 15,400 | .080 | .080 | 5,078 | 24.7 |
| MERSIZE AM DRY ARR 211 | 809 BAX | | 60,000 | .179 | 10,764 | 7,349 | .122 | .120 | 3,415 | 31.7 |
| TOTAL | | 464,000 | 1,005,150 | .147 | 148,079 | 99,225 | .098 | .095 | 48,854 | 32.9 |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  C LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332733

STLCOPCB4079309

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLO-GRIP | [illegible] | DEPT. # | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MERS LCS RFC 6CE 7C DRUM | OS | 81625 | 86,157 | 9,08[illegible] | | 755 | | | | 9,838 |
| MERSIZE LCS 70C | OS | 81625 | | | | | | | | |
| MERSIZE LCS 6C BULK | OS | 81640 | 46,080 | 3,1F4 | | 140 | | | | 3,324 |
| TOTAL | | | 132,237 | 12,267 | | 895 | | | | 13,162 |
| MERSIZE TFL 7C BULK | OS | 81781 | 633,450 | 46,156 | | 612 | 3,195 | | 687 | 50,650 |
| MERSIZE TFL 7C BULK | OS | 84762 | | | | | | | | |
| MERSIZE TFL 7C BULK | OS | 81618 | 58,740 | 4,869 | | 410 | | | | 5,279 |
| MERSIZE TFL 7C DRUM | OS | 81781 | 54,600 | 4,106 | | 428 | 277 | | 59 | 4,870 |
| MERSIZE TFL 70 | OS | 81781 | | | | | | | | |
| MERSIZE TFL 7C | OS | 81618 | | | | | | | | |
| MERSIZE TFL 77 BULK | OS | 81788 | 1,372,480 | 108,487 | | 1,831 | 6,908 | | 1,584 | 118,810 |
| MERSIZE TFL 77 BULK | OS | 84763 | 389,920 | 46,278 | | 772 | 7,335 | | 227 | 54,612 |
| MERSIZE TFL 77 BULK | OS | 81621 | 1,141,100 | 95,550 | | 2,138 | | | | 97,688 |
| MERSIZE TFL 77 | OS | 81788 | | | | | | | | |
| MERSIZE TFL 77 | OS | 84763 | | | | | | | | |
| MERSIZE TFL 77 | OS | 81621 | | | | | | | | |
| MERSIZE TFL 6C BULK | OS | 81782 | 1,414,850 | 109,688 | | 3,463 | 7,[illegible]0 | | 1,885 | 122,51[illegible] |
| MERSIZE TFL 6C BULK | OS | 84761 | | | | 691 | | | | 691 |
| MERSIZE TFL 6C BULK | OS | 81615 | | | | | | | | |
| MERSIZE TFL 6C | OS | 81782 | | | | | | | | |
| MERSIZE TFL-10C BULK | OS | 81785 | | | | 79 | | | | 79 |
| MERSIZE TFL 10C | OS | 81620 | | | | | | | | |
| CHAMPION SIZE 6C BULK | OS | 81782 | 41,020 | 221 | | 540 | 217 | | 55 | 1,033 |
| CHAMPION SIZE 6C BULK | OS | 81615 | 1,438,020 | 136,347 | | 690 | | | | 137,037 |
| CHAMPION SIZE 6C | OS | 81782 | | | | | | | | |
| CHAMPION SIZE 6C | OS | 81615 | | | | | | | | |
| TOTAL | | | 6,544,180 | 551,702 | | 11,654 | 25,412 | | 4,497 | 593,265 |
| ROSIN SIZE KIP 7C BULK | OS | 81789 | 183,680 | 15,358 | | 193- | 1,277 | | 14 | 16,456 |
| ROSIN SIZE KIP 7C BULK | OS | 81608 | 956,200 | 83,070 | | 458 | | | | 83,528 |
| ROSIN SIZE KIP 7C DRUM | OS | 81608 | 60,000 | 5,910 | | | | | | 5,910 |
| ROSIN SIZE KIP 7C | OS | 81608 | | | | | | | | |



DSW 332734

STLCOPCB4079310

PAPER PAID BY N.C.R. CO. CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC.

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLU-CHEM | PLT | * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | | |
| MERS LCS FFC ECB 70 DRUM | 09 | BAX | | 86,157 | .150 | 12,935 | 9,838 | .114 | .105 | 3,097 | 23.9 |
| MERSIZE LCS 70( | 09 | BAX | 188,000 | | | | | | | | |
| MERSIZE LCS EC BULK | 09 | BAX | | 46,080 | .104 | 4,794 | 3,324 | .072 | .069 | 1,470 | 30.6 |
| TOTAL | | | 188,000 | 132,237 | .134 | 17,729 | 13,162 | .099 | .092 | 4,567 | 25.7 |
| MERSIZE TFL 70 BULK | 09 | NIT | | 633,450 | .115 | 73,039 | 50,650 | .079 | .072 | 22,389 | 30.6 |
| MERSIZE TFL 70 BULK | 09 | SEA | | | | 37- | | | | 37- | 100.0 |
| MERSIZE TFL 70 BULK | 09 | BAX | | 58,740 | .097 | 5,743 | 5,279 | .089 | .082 | 464 | 8.0 |
| MERSIZE TFL 70 DRUM | 09 | NIT | | 54,600 | .119 | 6,505 | 4,870 | .089 | .075 | 1,635 | 25.1 |
| MERSIZE TFL 70 | 09 | NIT | 486,000 | | | | | | | | |
| MERSIZE TFL 70 | 09 | BAX | 330,000 | | | | | | | | |
| MERSIZE TFL 77 BULK | 09 | NIT | | 1,372,480 | .128 | 176,852 | 118,810 | .086 | .079 | 58,042 | 32.8 |
| MERSIZE TFL 77 BULK | 09 | SEA | | 389,920 | .141 | 55,013 | 54,612 | .140 | .118 | 401 | .7 |
| MERSIZE TFL 77 BULK | 09 | BAX | | 1,141,100 | .132 | 151,129 | 97,688 | .085 | .083 | 53,441 | 35.3 |
| MERSIZE TFL 77 | 09 | NIT | 1,568,000 | | | | | | | | |
| MERSIZE TFL 77 | 09 | SEA | 548,000 | | | | | | | | |
| MERSIZE TFL 77 | 09 | BAX | 1,098,000 | | | | | | | | |
| MERSIZE TFL 80 BULK | 09 | NIT | | 1,414,850 | .134 | 190,596 | 122,516 | .086 | .077 | 68,080 | 35.7 |
| MERSIZE TFL 80 BULK | 09 | SEA | | | | | 691 | | | 691- | |
| MERSIZE TFL 80 BULK | 09 | BAX | | | | 725- | | | | 725- | 100.0 |
| MERSIZE TFL 80 | 09 | NIT | 1,882,000 | | | | | | | | |
| MERSIZE TFL-100 BULK | 09 | NIT | | | | | 79 | | | 79- | |
| MERSIZE TFL 100 | 09 | BAX | 48,000 | | | | | | | | |
| CHAMPION SIZE 80 BULK | 09 | NIT | | 41,020 | .159 | 6,553 | 1,033 | .025 | .005 | 5,520 | 84.2 |
| CHAMPION SIZE 80 BULK | 09 | BAX | | 1,438,020 | .130 | 187,339 | 137,037 | .095 | .094 | 50,302 | 26.8 |
| CHAMPION SIZE 80 | 09 | NIT | 564,000 | | | | | | | | |
| CHAMPION SIZE 8C | 09 | BAX | 612,000 | | | | | | | | |
| TOTAL | | | 7,136,000 | 6,544,180 | .130 | 852,007 | 593,265 | .090 | .084 | 258,742 | 30.3 |
| RCSIN SIZE KIP 70 BULK | 09 | NIT | | 183,680 | .110 | 20,343 | 16,456 | .089 | .083 | 3,887 | 19.1 |
| RCSIN SIZE KIP 70 BULK | 09 | BAX | | 956,200 | .107 | 103,179 | 83,528 | .087 | .086 | 19,651 | 19.0 |
| RCSIN SIZE KIP 70 DRUM | 09 | BAX | | 60,000 | .123 | 7,403 | 5,910 | .098 | .098 | 1,493 | 20.1 |
| RCSIN SIZE KIP 70 | 09 | BAX | 910,000 | | | | | | | | |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  C LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332735

STLCOPCB4079311

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLO-TEIP | | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| RESIN SIZE KIP 77 BULK | 05 | 81784 | 1,499,010 | 122,473 | | 2,942 | 6,971 | | 57 | 132,443 |
| RESIN SIZE KIP 77 BULK | 05 | 81609 | 100,800 | 12,974 | | 9 | | | | 12,983 |
| RESIN SIZE KIP 77 | 05 | 81784 | | | | | | | | |
| RESIN SIZE KIP 77 | 05 | 81609 | | | | | | | | |
| TOTAL | | | 2,799,690 | 239,785 | | 3,216 | 8,248 | | 71 | 251,320 |
| MERSIZE RPC 603 701 BULK | 05 | 81795 | | | | 270 | | | | 270 |
| MERSIZE RPC 603 701 | 05 | 81795 | | | | | | | | |
| MERSIZE RPC 70 ARR 211 | 05 | 81795 | 168,560 | 13,378 | | 294 | 2,492 | | 168 | 16,332 |
| MERSIZE RPC 603 771 A 2105 | | 81796 | 623,680 | 44,422 | | 896 | 3,917 | | 692 | 49,927 |
| MERS RPC 603 771 ARR 2110S | | 81635 | | | | | | | | |
| MERSIZE 603 771 ARR 211 | 05 | 81756 | | | | | | | | |
| TOTAL | | | 792,240 | 57,800 | | 1,460 | 6,409 | | 860 | 66,529 |
| TOTAL PALE FORTIFIED SIZE | | | 11,273,497 | 957,236 | | 19,062 | 41,760 | | 5,443 | 1,023,501 |
| SANTOSIZE 70 BULK | 05 | 81772 | | | | 50 | | | | 50 |
| SANTOSIZE 70 BULK | 05 | 81607 | 182,400 | 12,430 | | 154 | | | | 12,584 |
| SANTOSIZE 70 DRUM | 05 | 81772 | | | | 21 | | | | 21 |
| SANTOSIZE 70 | 05 | 81772 | | | | | | | | |
| SANTOSIZE 70 | 05 | 81607 | | | | | | | | |
| SANTOSIZE 60 | 05 | 81614 | | | | | | | | |
| TOTAL | | | 182,400 | 12,430 | | 225 | | | | 12,655 |
| TOTAL PALE UNFORT SIZE | | | 182,400 | 12,430 | | 225 | | | | 12,655 |



DSW 332736
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MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLU-CHEM | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| ROSIN SIZE KIP 77 BULK | 09 NIT | | 1,499,010 | .123 | 185,387 | 132,443 | .088 | .081 | 52,944 | 28.5 |
| ROSIN SIZE KIP 77 BULK | 09 BAX | | 100,800 | .119 | 12,087 | 12,983 | .128 | .128 | 896- | 7.4- |
| ROSIN SIZE KIP 77 | 09 NIT | 1,302,000 | | | | | | | | |
| ROSIN SIZE KIP 77 | 09 BAX | 408,000 | | | | | | | | |
| TOTAL | | 2,620,000 | 2,799,690 | .117 | 328,399 | 251,320 | .089 | .085 | 77,079 | 23.4 |
| MERSIZE RPC 603 701 BULK | 09 NIT | | | | | 270 | | | 270- | |
| MERSIZE RPC 603 701 | 09 NIT | 94,000 | | | | | | | | |
| MERSIZE RPC 70 ARR 211 | 09 NIT | | 168,560 | .106 | 17,975 | 16,332 | .096 | .079 | 1,643 | 9.1 |
| MERSIZE RPC 603 771 A 2110 | 9 NIT | | 623,680 | .116 | 72,770 | 49,927 | .080 | .071 | 22,843 | 31.3 |
| MERS RPC 603 771 ARR 2110 | 9 BAX | | | | 486 | | | | 486 | 100.0 |
| MERSIZE 603 771 ARR 211 | 09 NIT | 878,000 | | | | | | | | |
| TOTAL | | 972,000 | 792,240 | .115 | 91,231 | 66,529 | .083 | .072 | 24,702 | 27.0 |
| TOTAL PALE FORTIFIED SIZE | | 11,380,000 | 11,273,497 | .127 | 1,437,445 | 1,023,501 | .090 | .084 | 413,944 | 28.7 |
| SANTOSIZE 70 BULK | 09 NIT | | | | 678- | 50 | | | 728- | 107.3 |
| SANTOSIZE 70 BULK | 09 BAX | | 182,400 | .099 | 18,131 | 12,584 | .068 | .068 | 5,547 | 30.5 |
| SANTOSIZE 70 DRUM | 09 NIT | | | | | 21 | | | 21- | |
| SANTOSIZE 70 | 09 NIT | 188,000 | | | | | | | | |
| SANTOSIZE 70 | 09 BAX | 94,000 | | | | | | | | |
| SANTOSIZE 80 | 09 BAX | 32,000 | | | | | | | | |
| TOTAL | | 314,000 | 182,400 | .095 | 17,453 | 12,655 | .069 | .068 | 4,798 | 27.4 |
| TOTAL PALE UNFORT SIZE | | 314,000 | 182,400 | .095 | 17,453 | 12,655 | .069 | .068 | 4,798 | 27.4 |

* = POUND M THOUSAND T SHORT TON R GRAM
W WAFER B BARREL L LONG TON E EACH
L LITER G GALLON F SQUARE FOOT

DSW 332737



STLCOPCB4079313

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLO-TEEP | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MERSIZE EX-CL 7C BULK | | 05 E4769 | 39,460 | 2,277 | | 1,346 | 764- | | | 2,859 |
| MERSIZE EX-CL 7C BULK | | 05 81627 | 307,870 | 20,669 | | 19- | | | | 20,650 |
| MERSIZE EX-CL 7C | | 05 E4769 | | | | | | | | |
| MERSIZE EX-CL 7C | | 05 81627 | | | | | | | | |
| MERSIZE EX-CL 77 BULK | | 05 E1636 | | | | 34 | | | | 34 |
| MERSIZE EX-CL 77 | | 05 81636 | | | | | | | | |
| TOTAL | | | 347,330 | 22,946 | | 1,361 | 764- | | | 23,543 |
| TOTAL DARK PERT SIZE | | | 347,330 | 22,946 | | 1,361 | 764- | | | 23,543 |
| SANTOSIZE 80 DSA | | 05 81623 | | | | | | | | |
| SANTOSIZE 7C DSC BULK | | 05 E1628 | 370,600 | 19,473 | | 612 | | | | 20,085 |
| SANTOSIZE 7C DSC | | 05 E1628 | | | | | | | | |
| SANTOSIZE 77 DSC BULK | | 05 81630 | | | | 253 | | | | 253 |
| SANTOSIZE 77 DSO DRUM | | 05 81630 | | | | 163 | | | | 163 |
| TOTAL | | | 370,600 | 19,473 | | 1,028 | | | | 20,501 |
| SANTOSIZE 7C DSC BULK | | 05 E1632 | 83,150 | 3,551 | | 169 | | | | 3,720 |
| TOTAL DARK UNPORT SIZE | | | 453,750 | 23,024 | | 1,197 | | | | 24,221 |
| TOTAL RESIN SIZE | | | 12,256,977 | 1,015,636 | | 21,845 | 40,996 | | 5,443 | 1,083,920 |



DSW 332738

STLCOPCB4079314

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLO-CHEP | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MERSIZE EX-CL 70 BULK | 09 SEA | | 35,460 | .135 | 5,339 | 2,859 | .072 | .057 | 2,480 | 46.4 |
| MERSIZE EX-CL 70 BULK | 09 BAX | | 307,870 | .089 | 27,604 | 20,650 | .067 | .067 | 6,954 | 25.1 |
| MERSIZE EX-CL 70 | 09 SEA | 236,000 | | | | | | | | |
| MERSIZE EX-CL 70 | 09 BAX | 110,000 | | | | | | | | |
| MERSIZE EX-CL 77 BULK | 09 BAX | | | | | 34 | | | 34- | |
| MERSIZE EX-CL 77 | 09 BAX | 236,000 | | | | | | | | |
| TOTAL | | 582,000 | 347,330 | .094 | 32,943 | 23,543 | .067 | .066 | 9,400 | 28.5 |
| TOTAL DARK FORT SIZE | | 582,000 | 347,330 | .094 | 32,943 | 23,543 | .067 | .066 | 9,400 | 28.5 |
| SANTOSIZE 80 DSN | 09 BAX | 220,000 | | | | | | | | |
| SANTOSIZE 70 DSO BULK | 09 BAX | | 370,600 | .078 | 29,176 | 20,085 | .054 | .052 | 9,091 | 31.1 |
| SANTOSIZE 70 DSO | 09 BAX | 862,000 | | | | | | | | |
| SANTOSIZE 77 DSO BULK | 09 BAX | | | | | 253 | | | 253- | |
| SANTOSIZE 77 DSO DRUMS | 09 BAX | | | | | 163 | | | 163- | |
| TOTAL | | 862,000 | 370,600 | .078 | 29,176 | 20,501 | .055 | .052 | 8,675 | 29.7 |
| SANTOSIZE 70 DSC BULK | 09 BAX | | 83,150 | .075 | 6,283 | 3,720 | .044 | .042 | 2,563 | 40.7 |
| TOTAL DARK UNFORT SIZE | | 1,082,000 | 453,750 | .078 | 35,459 | 24,221 | .053 | .050 | 11,238 | 31.6 |
| TOTAL ROSIN SIZE | | 13,358,000 | 12,256,977 | .124 | 1,523,300 | 1,083,920 | .088 | .082 | 439,380 | 28.8 |

DSW 332739

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  C LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



STLCOPCB4079315

PONSACTIC COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLO-CREP | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| RPC 110 DRUM | | 09 66585 | 13,150 | 3,260 | | 218 | 4,040 | | 402 | 7,920 |
| RPC 1600 DRUM | | 09 81637 | 1,225 | 51 | | | | | | 51 |
| RPC 1101 DRUM | | 09 81631 | | | | 41 | | | | 41 |
| RPC 1103 BULK | | 09 81635 | 29,873 | 6,870 | | | | | | 6,870 |
| RPC 1103 DRUM | | 09 81635 | 750 | 193 | | | | | | 193 |
| RPC 1103 | | 09 81635 | | | | | | | | |
| TOTAL | | | 30,623 | 7,063 | | 41 | | | | 7,104 |
| RPC 940 DRUM | | 09 83466 | 5,250 | 339 | | | | | | 339 |
| SCRIPTITE 435-351 BULK | | 09 83466 | 706,100 | 29,560 | | 2,499 | 37 | | | 32,096 |
| SCRIPTITE 435-351 DRUM | | 09 83466 | 90,300 | 320- | | 413 | 5 | | | 98 |
| SCRIPTITE 435-351 | | 09 83466 | | | | | | | | |
| TOTAL | | | 796,400 | 29,240 | | 2,912 | 42 | | | 32,194 |
| TOTAL WET STRENGTH RESINS | | | 846,648 | 39,953 | | 3,171 | 4,082 | | 402 | 47,608 |
| TOTAL WET STRENGTH RESINS | | | 846,648 | 39,953 | | 3,171 | 4,082 | | 402 | 47,608 |
| EVCL DEV START-UP | | 09 64460 | | | | | | | | |
| EVCL DEV START-UP | | 09 8C905 | | | | 33 | | | | 33 |
| EVCL DEV START-UP | | 09 84460 | 1 | | | | 30,999 | | | 30,999 |



DSW 332740

STLCOPCB4079316

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLU-CHEM | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| RPC 110 DRUM | 09 EVL | | 13,150 | .610 | 8,027 | 7,920 | .602 | .247 | 107 | 1.3 |
| RPC 1600 DRUM | 09 BAX | | 1,225 | .837 | 1,026 | 51 | .041 | .041 | 975 | 95.0 |
| RPC 1101 DRUM | 09 BAX | | | | | 41 | | | 41- | |
| RPC 1103 BULK | 09 BAX | | 25,873 | .482 | 14,401 | 6,870 | .229 | .229 | 7,531 | 52.2 |
| RPC 1103 DRUM | 09 BAX | | 750 | .585 | 439 | 193 | .257 | .257 | 246 | 56.0 |
| RPC 1103 | 09 BAX | 70,000 | | | | | | | | |
| TOTAL | | 70,000 | 30,823 | .484 | 14,840 | 7,104 | .231 | .230 | 7,736 | 52.1 |
| RPC 920 DRUM | 09 SPR | | 5,250 | .291 | 1,532 | 339 | .064 | .064 | 1,193 | 77.8 |
| SCRIPTITE 435-351 BULK | 09 SPR | | 706,100 | .059 | 41,778 | 32,096 | .045 | .041 | 9,682 | 23.1 |
| SCRIPTITE 435-351 DRUM | 09 SPR | | 90,300 | .086 | 7,767 | 98 | .001 | .003 | 7,669 | 98.7 |
| SCRIPTITE 435-351 | 09 SPR | 250,000 | | | | | | | | |
| TOTAL | | 250,000 | 796,400 | .062 | 49,545 | 32,194 | .040 | .036 | 17,351 | 35.0 |
| TOTAL WET STRENGTH RESINS | | 320,000 | 846,648 | .088 | 74,970 | 47,608 | .056 | .047 | 27,362 | 36.4 |
| TOTAL WET STRENGTH RESINS | | 320,000 | 846,648 | .088 | 74,970 | 47,608 | .056 | .047 | 27,362 | 36.4 |
| EVCL DEV START-UP | 09 TEX | 16,000 | | | | | | | | |
| EVCL DEV START-UP | 09 JFQ | | | | | 33 | | | 33- | |
| EVCL DEV START-UP | 09 TEX | | 1 | | | 30,999 | | | 30,999- | |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  G LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT

DSW 332741



STLCOPCB4079317

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971



| TELLU-CFEM | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | |
| POLYIN 2000 BULK | CS | EC905 | | | | | | | |
| TOTAL | | 1 | | | 33 | 30,999 | | | 31,032 |
| | CS | EC905 | | | 19 | | | | 19 |
| MONSAT 140C DRUM | CS | EC910 | 1,133 | 276 | 106 | 13,726 | | | 14,108 |
| MONFLEX 440C DRUM | CS | EC91C | 224 | 54 | 21 | 2,714 | | | 2,789 |
| TOTAL | | 1,357 | 330 | | 127 | 16,440 | | | 16,897 |
| TOTAL EVCL FAMILY | | 1,358 | 330 | | 179 | 47,439 | | | 47,948 |
| TOTAL E V C L | | 1,358 | 330 | | 179 | 47,439 | | | 47,948 |
| MONSANTO PENTA PRILLS | CS | E1082 | 187,905 | 18,286 | 6 | 6,752 | | 19 | 25,063 |
| PENTA PRILLS DRUM | CS | E1082 | 2,215,760 | 209,671 | 10,587 | 79,619 | | 226 | 300,103 |
| PENTA PRILLS | CS | E1082 | | | | | | | |
| PENTA 60 PRILLS BAG | CS | E1086 | | | 433 | | | | 433 |
| PENTA 60 PRILLS | CS | E1C8E | | | | | | | |
| PENTA PRILLS CONV 100 BAGS | CS | E1C82 | 691,440 | 63,465 | 3,160 | 24,847 | | 69 | 91,541 |
| TOTAL | | 3,095,105 | 291,422 | | 14,186 | 111,218 | | 314 | 417,140 |
| TOTAL PENTA FAMILY | | 3,095,105 | 291,422 | | 14,186 | 111,218 | | 314 | 417,140 |



DSW 332742

STLCOPCB4079318

PAPER PAID BY M.C.B. CO. CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS, INC.

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLU-CHEM | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| SANTOBRITE EP10 DRUM | OS | 81076 | 88,700 | 14,653 | | 2,965 | 11,680 | | 12 | 29,310 |
| SANTOBRITE EP10 | OS | 81076 | | | | | | | | |
| SANTOBRITE PELLETS BAG | OS | 81076 | 197,350 | 31,537 | | 5,260 | 25,987 | | 27 | 62,811 |
| SANTOBRITE PELLETS | OS | 81076 | | | | | | | | |
| TOTAL | | | 286,050 | 46,190 | | 8,225 | 37,667 | | 39 | 92,121 |
| TOTAL SANTOBRITE FAMILY | | | 286,050 | 46,190 | | 8,225 | 37,667 | | 39 | 92,121 |
| TOTAL WOOD CHEMICALS | | | 3,381,155 | 337,632 | | 22,411 | 148,885 | | 353 | 509,261 |
| SANTOSIZE 60 DSO BULK | 09 | 81602 | 51,100 | 6,304 | | | | | | 6,304 |
| TOTAL UNIDENTIFIED CHEM FM | | | 51,100 | 6,304 | | | | | | 6,304 |
| TCV PFT PL-BAXLEY | 05 | 83900 | 1 | | | | | | 51,245 | 51,245 |
| UNDIST VOU FRT | 05 | 00001 | | | | | | | | |
| OBSOLESCENCE | 09 | 8E300 | | | | | 37,306 | | | 37,306 |
| TOTAL CUSTOMER SALES | | | 17,543,092 | 1,578,746 | | 56,246 | 300,885 | | 64,779 | 2,000,656 |



DSW 332743

STLCOPCB4079319

PAPER FAN'D BY M.C.R. CO. CONTINUOUS INTERLEAVED MOORE BUSINESS FORMS INC 37

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLO-CREP | PLT | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| | 09 JFQ | 2,000 | | | | | | | | |
| TOTAL | | 2,000 | 1 | | | 31,032 | | | 31,032- | |
| POLVIN 2000 BULK | 09 JFQ | | | | | 19 | | | 19- | |
| MONSAT 1400 DRUM | 09 JFQ | | 1,133 | .209 | 237 | 14,108 | 12.451 | .243 | 13,871- | |
| MONFLEX*4400 DRUM | 09 JFQ | | 224 | .388 | 87 | 2,789 | 12.450 | .241 | 2,702- | 105.7- |
| TOTAL | | | 1,357 | .238 | 324 | 16,897 | 12.451 | .243 | 16,573- | 115.1- |
| TOTAL EVCL FAMILY | | 18,000 | 1,358 | .238 | 324 | 47,948 | 35.307 | .243 | 47,624- | |
| TOTAL E V C L | | 18,000 | 1,358 | .238 | 324 | 47,948 | 35.307 | .243 | 47,624- | |
| MONSANTO PENTA PRILLS | 09 WGK | | 187,905 | .126 | 23,844 | 25,063 | .133 | .097 | 1,219- | 5.1- |
| PENTA PRILLS DRUM | 09 WGK | | 2,215,760 | .143 | 318,750 | 300,103 | .135 | .094 | 18,647 | 5.8 |
| PENTA PRILLS | 09 WGK | 3,010,000 | | | | | | | | |
| PENTA 60 PRILLS BAG | 09 WGK | | | | | 433 | | | 433- | |
| PENTA 60 PRILLS | 09 WGK | 50,000 | | | | | | | | |
| PENTA PRILLS CONV 169 BAGS | WGK | | 691,440 | .129 | 89,887 | 91,541 | .132 | .091 | 1,654- | 1.8- |
| TOTAL | | 3,060,000 | 3,095,105 | .139 | 432,481 | 417,140 | .134 | .094 | 15,341 | 3.5 |
| TOTAL PENTA FAMILY | | 3,060,000 | 3,095,105 | .139 | 432,481 | 417,140 | .134 | .094 | 15,341 | 3.5 |

DSW 332744

* = POUND M THOUSAND T SHORT TON R GRAM
W WAFER B BARREL L LONG TON E EACH
L LITER G GALLON F SQUARE FOOT



STLCOPCB4079320

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLO-CHEM | PLT | BUDGET QUANTITY * | ACTUAL QUANTITY * | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| SANTOBRITE EPIQ DRUM | OS WGK | | 88,700 | .279 | 24,748 | 29,310 | .330 | .165 | 4,562- | 18.4- |
| SANTOBRITE EPIQ | OS WGK | 134,000 | | | | | | | | |
| SANTOBRITE PELLETS BAG | OS WGK | | 197,350 | .252 | 49,876 | 62,811 | .318 | .159 | 12,935- | 25.9- |
| SANTOBRITE PELLETS | OS WGK | 364,000 | | | | | | | | |
| TOTAL | | 498,000 | 286,050 | .260 | 74,624 | 92,121 | .322 | .161 | 17,497- | 23.4- |
| TOTAL SANTOBRITE FAMILY | | 498,000 | 286,050 | .260 | 74,624 | 92,121 | .322 | .161 | 17,497- | 23.4- |
| **TOTAL WOOD CHEMICALS** | | 3,558,000 | 3,381,155 | .150 | 507,105 | 509,261 | .151 | .100 | 2,156- | |
| SANTOSIZE 80 LSO BULK | OS BAX | | 91,100 | .110 | 10,066 | 6,304 | .069 | .069 | 3,762 | 37.3 |
| TOTAL UNIDENTIFIED CHEM FM | | | 91,100 | .110 | 10,066 | 6,304 | .069 | .069 | 3,762 | 37.3 |
| ICV PFT PL-BAXLEY | OS BAX | | 1 | | | 51,245 | | | 51,245- | |
| UNDIST VOU FRT | OS JFQ | | | | 17,594 | | | | 17,594 | 100.0 |
| OBSOLESCENCE | OS GOM | | | | | 37,306 | | | 37,306- | |
| TOTAL CUSTOMER SALES | | 18,682,000 | 17,543,092 | | 2,506,069 | 2,000,656 | | | 505,413 | 20.1 |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  G LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332745

STLCOPCB4079321

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| CELLU-CHEM | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | |
| TOTAL CELLU-CHEM | | 17,543,092 | 1,578,746 | | 56,246 | 300,885 | | 64,779 | 2,000,656 |



DSW 332746

STLCOPCB4079322

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| CELLO-CHEM | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| TOTAL CELLO-CHEM | | 18,682,000 | 17,543,092 | | 2,506,069 | 2,000,656 | | | 505,413 | 20.1 |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  L LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332747

STLCOPCB4079323

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUID | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES PAID | INTERDIV. PROFIT | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| COSTCPER SALES | | | | | | | | | | |
| BIPHENYL TECH BULK | | 17 82601 | 1,968,800 | 103,126 | | 1,815 | 12,973 | | | 117,914 |
| BIPHENYL TECH CAN | | 17 82601 | 315,660 | 16,061 | | 1,571 | 2,081 | | | 19,713 |
| BIPHENYL TECH | | 17 82601 | | | | | | | | |
| TOTAL | | | 2,284,460 | 119,187 | | 3,386 | 15,054 | | | 137,627 |
| TOTAL BIPHENYL-GEN CHEM | | | 2,284,460 | 119,187 | | 3,386 | 15,054 | | | 137,627 |
| ARCCLCR 1248 DRUM | | 17 81102 | | | | | | | | |
| ARCCLCR 1248 DRUM | | 17 82641 | | | | | | | | |
| ARCCLOR 1254 BULK | | 17 82613 | 90,620 | 5,519 | | 78 | 650- | | | 4,947 |
| ARCCLOR 1254 DRUM | | 17 81103 | 6,600- | 553- | | | 130- | | | 683- |
| ARCCLCR 1254 DRUM | | 17 82613 | 29,400 | 2,293 | | 58 | 211- | | | 2,140 |
| AROCLOR 1262 BULK | | 17 82615 | | | | 27 | | | | 27 |
| ARCCLCR 1268 BULK | | 17 82616 | | | | 51 | | | | 51 |
| AROCLOR 4465 BULK | | 17 82619 | | | | 39 | | | | 39 |
| ARCCLCR 5CEC | | 17 82620 | | | | | | | | |
| ARCCLOR 5CEC BAG | | 17 82620 | 88,950 | 7,823 | | 543 | 4,927 | | | 13,293 |
| ARCCLCR 5CEC | | 17 82620 | | | | | | | | |
| ARCCLOR 5432 DRUM | | 17 82623 | 940 | 95 | | 14 | 102 | | | 211 |
| ARCCLCR 5442 DRUM | | 17 82621 | 29,900 | 3,256 | | 348 | 238 | | | 3,842 |
| ARCCLCR 5442 | | 17 82621 | | | | | | | | |
| ARCCLOR 54EC FIEF SOL G | | 17 82622 | 30,000 | 2,592 | | | 965 | | | 3,557 |
| ARCCLOR 5460 HIGH SOL G | | 17 82622 | 1,511,025 | 138,451 | | 5,819 | 48,627 | 1,251 | | 194,148 |
| ARCCLOR 54EC FI SOL | | 17 82622 | | | | | | | | |
| ARCCLCR 546C LOW COLOR | | 17 82622 | 12,400 | 1,136 | | 87 | 399 | 15 | | 1,637 |
| | | 17 82622 | | | | | | 2 | | 2 |
| TOTAL | | | 1,786,635 | 160,612 | | 7,064 | 54,267 | 1,268 | | 223,211 |
| ARCCLCR 6C4C DRUM | | 17 82665 | 12,000 | 1,070 | | 27 | 3,032 | | | 4,129 |



DSW 332748

STLCOPCB4079324

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MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| BIPHENYL TECH BULK | 17 ANN | | 1,968,800 | .101 | 199,432 | 117,914 | .059 | .052 | 81,518 | 40.8 |
| BIPHENYL TECH CAN | 17 ANN | | 315,660 | .166 | 52,603 | 19,713 | .062 | .050 | 32,890 | 62.5 |
| BIPHENYL TECH | 17 ANN | 1,714,000 | | | | | | | | |
| TOTAL | | 1,714,000 | 2,284,460 | .110 | 252,035 | 137,627 | .060 | .052 | 114,408 | 45.3 |
| TOTAL BIPHENYL-GEN CHEM | | 1,714,000 | 2,284,460 | .110 | 252,035 | 137,627 | .060 | .052 | 114,408 | 45.3 |
| AROCLOR 1248 DRUM | 17 WGK | | | | 13 | | | | 13 | 100.0 |
| AROCLOR 1248 DRUM | 17 ANN | | | | 70- | | | | 70- | 100.0 |
| AROCLOR 1254 BULK | 17 ANN | | 90,620 | .164 | 14,948 | 4,947 | .054 | .060 | 10,001 | 66.9 |
| AROCLOR 1254 DRUM | 17 WGK | | 6,600- | .222 | 1,468- | 683- | .103 | .083 | 785- | 53.4 |
| AROCLOR 1254 DRUM | 17 ANN | | 29,400 | .191 | 5,627 | 2,140 | .072 | .077 | 3,487 | 61.9 |
| AROCLOR 1262 BULK | 17 ANN | | | | | 27 | | | 27- | |
| AROCLOR 1266 BULK | 17 ANN | | | | | 51 | | | 51- | |
| AROCLOR 4465 BULK | 17 ANN | | | | | 39 | | | 39- | |
| AROCLOR 5060 | 17 ANN | | | | 11- | | | | 11- | 100.0 |
| AROCLOR 5060 BAG | 17 ANN | | 88,950 | .165 | 14,715 | 13,293 | .149 | .087 | 1,422 | 9.6 |
| AROCLOR 5060 | 17 ANN | 91,000 | | | | | | | | |
| AROCLOR 5432 DRUM | 17 ANN | | 940 | .389 | 366 | 211 | .224 | .101 | 155 | 42.3 |
| AROCLOR 5442 DRUM | 17 ANN | | 29,900 | .200 | 5,995 | 3,842 | .128 | .108 | 2,153 | 35.9 |
| AROCLOR 5442 | 17 ANN | 96,000 | | | | | | | | |
| AROCLOR 5460 HIGH SOL G | 17 ANN | | 30,000 | .199 | 5,995 | 3,557 | .118 | .086 | 2,438 | 40.6 |
| AROCLOR 5460 HIGH SOL G | 17 ANN | | 1,511,025 | .193 | 292,822 | 194,148 | .128 | .091 | 98,674 | 33.6 |
| AROCLOR 5460 FI SOL | 17 ANN | 2,031,000 | | | | | | | | |
| AROCLOR 5460 LOW COLOR | 17 ANN | | 12,400 | .212 | 2,641 | 1,637 | .132 | .091 | 1,004 | 38.0 |
| | 17 ANN | | | | | 2 | | | 2- | |
| TOTAL | | 2,218,000 | 1,786,635 | .191 | 341,573 | 223,211 | .124 | .089 | 118,362 | 34.6 |
| AROCLOR 5640 DRUM | 17 ANN | | 12,000 | .207 | 2,491 | 4,129 | .344 | .089 | 1,638- | 65.7- |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  U LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT



DSW 332749

STLCOPCB4079325

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| FUNCTIONAL FILES | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTRADIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | |
| ARCCLOR 6040 | 17 | 82665 | | | | | | | |
| ARCCLOR 6050 CAN | 17 | 82668 | 19,300 | 1,776 | 121 | 3,197 | | | 5,094 |
| ARCCLOR 5050 | 17 | 82668 | | | | | | | |
| ARCCLOR 6062 BULK | 17 | 82667 | | | | | | | |
| ARCCLOR 6062 DRUM | 17 | 82667 | 54,340 | 5,900 | 181 | 15,984 | | | 22,065 |
| ARCCLOR 6062 | 17 | 82667 | | | | | | | |
| ARCCLOR 6070 CAN | 17 | 82666 | 10,950 | 1,067 | 37 | 3,608 | | | 4,712 |
| ARCCLOR 6070 | 17 | 82666 | | | | | | | |
| ARCCLOR 6050 | 17 | 82665 | 17,400 | 1,825 | 69 | 2,388 | | | 4,282 |
| ARCCLOR 6050 | 17 | 82665 | | | | | | | |
| TOTAL | | | 118,990 | 11,638 | 435 | 28,209 | | | 40,282 |
| | 17 | 82602 | | | | | | | |
| HB 40 BULK | 17 | 82603 | 586,610 | 45,535 | 2,413 | 15,329 | | | 63,277 |
| HB 40 DRUM | 17 | 82603 | 88,460 | 8,256 | 578 | 2,312 | | | 11,146 |
| HB 40 | 17 | 82603 | | | | | | | |
| TOTAL | | | 675,070 | 53,791 | 2,991 | 17,641 | | | 74,423 |
| MONTAR 5 DRUM | 17 | 82684 | 24,168 | 764 | 20 | 192- | | | 592 |
| MONTAR 5 | 17 | 82684 | | | | | | | |
| MONTAR 5 CRUSFEL | 17 | 82684 | 61,875 | 1,955 | 52 | 493- | | | 1,514 |
| MONTAR 5 CRUSFEL | 17 | 82684 | | | | | | | |
| TOTAL | | | 86,043 | 2,719 | 72 | 685- | | | 2,106 |
| SANTOWAX R DRUM | 17 | 82602 | 1,500 | 91 | 107 | 8 | | | 206 |
| SANTOWAX R | 17 | 82602 | | | | | | | |
| TOTAL | | | 1,500 | 91 | 107 | 8 | | | 206 |
| TOTAL ARCCLOR-PLASTICIZERS | | 2,888,238 | 228,851 | | 10,669 | 99,440 | 1,268 | | 340,228 |



DSW 332750
STLCOPCB4079326

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| ARCCLOR 6040 | 17 ANN | 25,000 | | | | | | | | |
| ARCCLOR 6050 CAN | 17 ANN | | 19,300 | .219 | 4,241 | 5,094 | .263 | .092 | 853- | 20.1- |
| ARCCLOR 6050 | 17 ANN | 27,000 | | | | | | | | |
| ARCCLOR 6062 BULK | 17 ANN | | | | 380- | | | | 380- | 100.0 |
| ARCCLOR 6062 DRUM | 17 ANN | | 55,340 | .200 | 11,896 | 22,065 | .371 | .099 | 10,169- | 85.4- |
| ARCCLOR 6062 | 17 ANN | 348,000 | | | | | | | | |
| ARCCLOR 6070 CAN | 17 ANN | | 10,950 | .246 | 2,696 | 4,712 | .430 | .097 | 2,016- | 74.7- |
| ARCCLOR 6070 | 17 ANN | 71,000 | | | | | | | | |
| ARCCLOR 6050 DRUM | 17 ANN | | 17,400 | .206 | 3,597 | 4,282 | .246 | .104 | 685- | 19.0- |
| ARCCLOR 6050 | 17 ANN | 15,000 | | | | | | | | |
| TOTAL | | 486,000 | 118,990 | .206 | 24,541 | 40,282 | .338 | .097 | 15,741- | 64.1- |
| | 17 ANN | | | | 916- | | | | 916- | 100.0 |
| HB 40 BULK | 17 ANN | | 586,610 | .094 | 55,249 | 63,277 | .107 | .077 | 8,028- | 14.5- |
| HB 40 DRUM | 17 ANN | | 88,460 | .176 | 15,593 | 11,146 | .126 | .093 | 4,447 | 28.5 |
| HB 40 | 17 ANN | 924,000 | | | | | | | | |
| TOTAL | | 924,000 | 675,070 | .104 | 70,842 | 74,423 | .110 | .079 | 3,581- | 5.0- |
| MONTAR 5 DRUM | 17 ANN | | 24,168 | .052 | 1,269 | 592 | .024 | .031 | 677 | 53.3 |
| MONTAR 5 | 17 ANN | 38,000 | | | | | | | | |
| MONTAR 5 CRUSHED | 17 ANN | | 61,875 | .067 | 4,177 | 1,514 | .024 | .031 | 2,663 | 63.7 |
| MONTAR 5 CRUSHED | 17 ANN | 40,000 | | | | | | | | |
| TOTAL | | 78,000 | 86,043 | .063 | 5,446 | 2,106 | .024 | .031 | 3,340 | 61.3 |
| SANTOWAX R DRUM | 17 ANN | | 1,500 | .202 | 304 | 206 | .137 | .060 | 98 | 32.2 |
| SANTOWAX R | 17 ANN | 10,000 | | | | | | | | |
| TOTAL | | 10,000 | 1,500 | .202 | 304 | 206 | .137 | .060 | 98 | 32.2 |
| TOTAL ARCCLOR-PLASTICIZERS | | 3,716,000 | 2,668,238 | .165 | 441,790 | 340,228 | .127 | .085 | 101,562 | 22.9 |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  O LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT

DSW 332751



STLCOPCB4079327

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| ARCCLOR 1221 BULK | 17 | 82610 | 125,860 | 7,754 | | 72 | 37,836 | | | 45,662 |
| ARCCLOR 1221 CAN | 17 | 82610 | 69,872 | 5,771 | | 309 | 21,006 | | | 27,086 |
| ARCCLOR 1221 | 17 | 82610 | | | | | | | | |
| ARCCLOR 1242 BULK | 17 | 81101 | 701,520 | 51,895 | | 1,268 | 12,630 | | 48 | 65,841 |
| ARCCLOR 1242 BULK | 17 | 82612 | 44,680 | 2,730 | | 108 | 1,961- | | | 877 |
| ARCCLOR 1242 DRUM | 17 | 81101 | 98,570 | 8,274 | | 1,497 | 1,771 | | 7 | 11,549 |
| ARCCLOR 1242 DRUM | 17 | 82612 | 600- | 46- | | | 27 | | | 21- |
| ARCCLOR 1246 | 17 | 81101 | | | | | | | | |
| TOTAL | | | 1,039,702 | 76,376 | | 3,254 | 71,309 | | 55 | 150,994 |
| MCND ISOPROP BIPH DRUM | 17 | 80851 | 25,200 | 18,332 | | 138 | 2,463 | | | 20,933 |
| MCND ISOPROP BIPH GR 2 DI | 17 | 80891 | 78,300 | 34,823 | | 322 | 7,652 | | | 42,797 |
| TOTAL | | | 103,500 | 53,155 | | 460 | 10,115 | | | 63,730 |
| TOTAL OTHER PROCESS FLUIDS | | | 1,143,202 | 129,531 | | 3,714 | 81,424 | | 55 | 214,724 |
| TOTAL PROCESS FLUIDS | | | 6,095,900 | 477,569 | | 17,769 | 195,918 | 1,268 | 55 | 692,579 |
| SKYDROL 7000 CAR | 14 | 80421 | 2,587 | 814 | | 273 | 18 | 833 | | 1,938 |
| SKYDROL 7000 | 14 | 80421 | | | | | | | | |
| TOTAL | | | 2,587 | 814 | | 273 | 18 | 833 | | 1,938 |
| MCS 352 DRUM | 14 | 80402 | 450 | 416 | | 5 | | | | 421 |



DSW 332752

STLCOPCB4079328

FORMS PAID BY M.C.B. CO. CONTINUOUS INTERLAYERS MOORE BUSINESS FORMS, INC.

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| ARCLOR 1221 BULK | 17 ANN | | 125,860 | .162 | 20,452 | 45,662 | .362 | .061 | 25,210- | 123.2- |
| ARCLOR 1221 CAN | 17 ANN | | 69,872 | .195 | 13,692 | 27,086 | .387 | .082 | 13,394- | 97.8- |
| ARCLOR 1221 | 17 ANN | 197,000 | | | | | | | | |
| ARCLOR 1242 BULK | 17 WGK | | 701,520 | .144 | 101,625 | 65,841 | .093 | .073 | 35,784 | 35.2 |
| ARCLOR 1242 BULK | 17 ANN | | 44,680 | .177 | 7,925 | 877 | .019 | .061 | 7,048 | 88.9 |
| ARCLOR 1242 DRUM | 17 WGK | | 98,370 | .170 | 16,782 | 11,549 | .117 | .084 | 5,233 | 31.1 |
| ARCLOR 1242 DRUM | 17 ANN | | 600- | .181 | 109- | 21- | .035 | .080 | 88- | 80.7 |
| ARCLOR 1242 | 17 WGK | 816,000 | | | | | | | | |
| TOTAL | | 1,013,000 | 1,039,702 | .154 | 160,367 | 150,994 | .145 | .073 | 9,373 | 5.8 |
| MONO ISOPROP EIPF DRUM | 17 JFQ | | 25,200 | .498 | 12,570 | 20,933 | .830 | .727 | 8,363- | 66.5- |
| MONO ISOPROP EIPF GR 2 D | 17 JFQ | | 78,300 | .500 | 39,150 | 42,797 | .546 | .444 | 3,647- | 9.3- |
| TOTAL | | | 103,500 | .499 | 51,720 | 63,730 | .615 | .513 | 12,010- | 23.2- |
| TOTAL OTHER PROCESS FLUIDS | | 1,013,000 | 1,143,202 | .185 | 212,087 | 214,724 | .187 | .113 | 2,637- | 1.2- |
| TOTAL PROCESS FLUIDS | | 6,443,000 | 6,095,900 | .148 | 905,912 | 692,579 | .113 | .078 | 213,333 | 23.5 |
| SKYDROL 7000 CAN | 14 JFQ | | 2,587 | 2.606 | 6,744 | 1,938 | .749 | .314 | 4,806 | 71.2 |
| SKYDROL 7000 | 14 JFQ | 16,000 | | | | | | | | |
| TOTAL | | 16,000 | 2,587 | 2.606 | 6,744 | 1,938 | .749 | .314 | 4,806 | 71.2 |
| MCS 352 DRUM | 14 JFQ | | 450 | 1.500 | 675 | 421 | .935 | .924 | 254 | 37.6 |

* = POUND M THOUSAND T SHORT TON R GRAM
W WAFER B BARREL L LONG TON E EACH
L LITER G GALLON F SQUARE FOOT

DSW 332753



STLCOPCB4079329

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| FUNCTIONAL PRODUCTS | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | |
| PCS 720 CAN | 14 EC488 | | 9- | | 10 | | | | 1 |
| SKYDROL 500 A DRUM | 14 EC42C | 7,778 | 2,416 | | 236 | 261- | 1,563 | | 3,954 |
| SKYDROL 500 A | 14 EC42C | | | | | | | | |
| SKYDROL 500 E BULK | 14 EC40E | 422 | 144 | | | 22- | | | 122 |
| SKYDROL 500 E CAN | 14 EC408 | 188,802 | 67,951 | | 3,515 | 9,749- | 33,492 | | 95,209 |
| SKYDROL 500 E | 14 EC408 | | | | | | | | |
| SKYDROL 500 C CAN | 14 EC491 | 4,231 | 2,774 | | 217 | 7,400- | 525 | | 4,384- |
| SKYDROL 500C | 14 EC491 | | | | | | | | |
| SKYDROL RECLAM SERVICE | 14 EC612 | 2,684 | 1,134 | | | | 162 | | 1,296 |
| SKYDROL LC CAN | 14 EC40C | 15,476 | 11,651 | | 321 | 905- | 1,500 | | 12,567 |
| SKYDROL LC | 14 EC40C | | | | | | | | |
| TOTAL | | 223,593 | 86,070 | | 4,289 | 18,837- | 37,242 | | 108,764 |
| TOTAL AVIATION HYDROL FAM | | 226,630 | 87,291 | | 4,577 | 18,819- | 38,075 | | 111,124 |
| SKYLUBE 450 CAN | 14 EC843 | 1,390 | 567 | | 150 | 1,552 | | | 2,269 |
| SKYLUBE 450 | 14 EC843 | | | | | | | | |
| TOTAL | | 1,390 | 567 | | 150 | 1,552 | | | 2,269 |
| SKYLUBE 600 CAN | 14 EC570 | 1,500 | 8,366 | | 641- | | | | 7,725 |
| | 14 EC570 | | | | | | | | |
| TOTAL | | 1,500 | 8,366 | | 641- | | | | 7,725 |
| TOTAL JET LUBRICANTS FAM | | 2,890 | 8,933 | | 491- | 1,552 | | | 9,994 |



DSW 332754

STLCOPCB4079330

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MCS 729 CAN | 14 JFQ | | | | | 1 | | | 1- | |
| SKYDROL 500 A DRUM | 14 JFQ | | 7,778 | 1.130 | 8,796 | 3,954 | .508 | .310 | 4,842 | 55.0 |
| SKYDROL 500 A | 14 JFQ | 10,000 | | | | | | | | |
| SKYDROL 500 E BULK | 14 JFQ | | 422 | 1.144 | 483 | 122 | .289 | .341 | 361 | 74.7 |
| SKYDROL 500 E CAN | 14 JFQ | | 188,802 | .921 | 174,073 | 95,209 | .504 | .359 | 78,864 | 45.3 |
| SKYDROL 500 E | 14 JFQ | 139,000 | | | | | | | | |
| SKYDROL 500 C CAN | 14 JFQ | | 4,231 | 1.186 | 5,020 | 4,384- | 1.036 | .655 | 9,404 | |
| SKYDROL 500C | 14 JFQ | 70,000 | | | | | | | | |
| SKYDROL RECLAM SERVICE | 14 JFQ | | 2,884 | .505 | 1,458 | 1,296 | .449 | .393 | 162 | 11.1 |
| SKYDROL LC CAN | 14 JFQ | | 19,476 | .753 | 14,678 | 12,567 | .645 | .598 | 2,111 | 14.3 |
| SKYDROL LC | 14 JFQ | 129,000 | | | | | | | | |
| TOTAL | | 348,000 | 223,593 | .914 | 204,508 | 108,764 | .486 | .384 | 95,744 | 46.8 |
| TOTAL AVIATION HYDROL FAM | | 364,000 | 226,630 | .935 | 211,927 | 111,124 | .490 | .385 | 100,803 | 47.5 |
| SKYLUBE 45C CAN | 14 JFQ | | 1,390 | .926 | 1,288 | 2,269 | 1.632 | .407 | 981- | 76.1- |
| SKYLUBE 450 | 14 JFQ | 48,000 | | | | | | | | |
| TOTAL | | 48,000 | 1,390 | .926 | 1,288 | 2,269 | 1.632 | .407 | 981- | 76.1- |
| SKYLUBE 60C CAN | 14 JFQ | | 1,500 | 20.000 | 30,000 | 7,725 | 5.150 | 5.577 | 22,275 | 74.2 |
| | 14 JFQ | 1,000 | | | | | | | | |
| TOTAL | | 1,000 | 1,500 | 20.000 | 30,000 | 7,725 | 5.150 | 5.577 | 22,275 | 74.2 |
| TOTAL JET LUBRICANTS FAM | | 45,000 | 2,890 | 10.826 | 31,288 | 9,994 | 3.458 | 3.091 | 21,294 | 68.0 |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  U LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT

DSW 332755



STLCOPCB4079331

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | * | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MCS 625 CAN | 14 | EC808 | 59 | | | 6 | 93 | | | 99 |
| MCS 625 | 14 | EC3C8 | | | | | | | | |
| TOTAL | | | 59 | | | 6 | 93 | | | 99 |
| COOLANOL 15 CAN | 14 | EC845 | 849 | 3,137 | | 33 | 737 | 60- | | 3,847 |
| COOLANOL 45 CAN | 14 | 80725 | 1,369 | 380 | | 133 | 94- | 381 | | 800 |
| COOLANOL 45 | 14 | 80725 | | | | | | | | |
| OS 45 TYPE IV CAN | 14 | EC724 | 651 | 546 | | 183 | | 270 | | 999 |
| OS 45 TYPE IV | 14 | EC724 | | | | | | | | |
| TOTAL | | | 2,020 | 926 | | 316 | 94- | 651 | | 1,799 |
| OS 59 BULK | 14 | EC8E1 | | | | 81 | | | | 81 |
| OS 59 DRUM | 14 | EC881 | 148- | 98- | | 72 | 157- | | | 183- |
| OS 59 | 14 | EC881 | | | | | | | | |
| TOTAL | | | 148- | 98- | | 153 | 157- | | | 102- |
| OS 80 CANS | 14 | EC5E6 | 53 | 50 | | 10 | | | | 60 |
| COOLANOL 35 DRUM | 14 | EC7C7 | 7,682 | 6,706 | | 204 | 2,937 | 5,047 | | 14,894 |
| COOLANOL 35 | 14 | EC7C7 | | | | | | | | |
| TOTAL | | | 7,682 | 6,706 | | 204 | 2,937 | 5,047 | | 14,894 |
| COOLANOL 25 CAN | 14 | EC763 | 3,693 | 3,876 | | 103 | 3,671 | 2,639 | | 10,289 |
| COOLANOL 25 | 14 | EC763 | | | | | | | | |
| TOTAL | | | 3,693 | 3,876 | | 103 | 3,671 | 2,639 | | 10,289 |
| OS 144 CANS | 14 | EC842 | 74 | 147 | | 3 | | | | 150 |



DSW 332756
STLCOPCB4079332

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
SALES, COST OF GOODS SOLD AND GROSS PROFIT BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28,1971

REPORT NO. 6

| FUNCTIONAL FLUID | PLT * | BUDGET QUANTITY | ACTUAL QUANTITY | SALES ACTUAL PRICE | SALES ACTUAL AMOUNT | COST OF GOODS SOLD AMOUNT | UNIT COST | BULK INV. UNIT COST | GROSS PROFIT AMOUNT | PERCNT SALES |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| MCS 825 CAN | 14 JFQ | | 59 | 2.915 | 172 | 99 | 1.677 | | 73 | 42.4 |
| MCS 825 | 14 JFQ | 4,000 | | | | | | | | |
| TOTAL | | 4,000 | 59 | 2.915 | 172 | 99 | 1.677 | | 73 | 42.4 |
| COOLANOL 15 CAN | 14 JFQ | | 849 | 9.572 | 8,127 | 3,847 | 4.531 | 3.694 | 4,280 | 52.6 |
| COOLANOL 45 CAN | 14 JFQ | | 1,369 | 2.899 | 3,970 | 800 | .584 | .277 | 3,170 | 79.8 |
| COOLANOL 45 | 14 JFQ | 2,000 | | | | | | | | |
| OS 45 TYPE IV CAN | 14 JFQ | | 651 | 2.777 | 1,808 | 999 | 1.534 | .838 | 809 | 44.7 |
| OS 45 TYPE IV | 14 JFQ | 5,000 | | | | | | | | |
| TOTAL | | 7,000 | 2,020 | 2.860 | 5,778 | 1,799 | .890 | .458 | 3,979 | 68.8 |
| CS 59 BULK | 14 JFQ | | | | | 81 | | | 81- | |
| OS 59 DRUM | 14 JFQ | | 148- | 5.513 | 816- | 183- | 1.236 | .662 | 633- | 77.5 |
| CS 59 | 14 JFQ | 4,000 | | | | | | | | |
| TOTAL | | 4,000 | 148- | 5.513 | 816- | 102- | .689 | .662 | 714- | 87.5 |
| CS 80 CANS | 14 JFQ | | 53 | 2.433 | 129 | 60 | 1.132 | .943 | 69 | 53.4 |
| COOLANOL 35 DRUM | 14 JFQ | | 7,682 | 3.129 | 24,043 | 14,894 | 1.938 | .872 | 9,149 | 38.0 |
| COOLANOL 35 | 14 JFQ | 4,000 | | | | | | | | |
| TOTAL | | 4,000 | 7,682 | 3.129 | 24,043 | 14,894 | 1.938 | .872 | 9,149 | 38.0 |
| COOLANOL 25 CAN | 14 JFQ | | 3,693 | 2.689 | 9,932 | 10,289 | 2.786 | 1.049 | 357- | 3.5- |
| COOLANOL 25 | 14 JFQ | 6,000 | | | | | | | | |
| TOTAL | | 6,000 | 3,693 | 2.689 | 9,932 | 10,289 | 2.786 | 1.049 | 357- | 3.5- |
| CS 144 CANS | 14 JFQ | | 74 | .702 | 52 | 150 | 2.027 | 1.986 | 98- | |

* = POUND  M THOUSAND  T SHORT TON  R GRAM
W WAFER  B BARREL  C LONG TON  E EACH
L LITER  G GALLON  F SQUARE FOOT

DSW 332757



STLCOPCB4079333

MONSANTO COMPANY
ORGANIC DIVISION CHEMICAL FAM
COST OF GOODS SOLD BY PRODUCTS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 1971

REPORT NO. 6

| FUNCTIONAL FLUIDS | F | DEPT. NO. | SALES QUANTITY | BULK COST | CONTAINER & PACKING COST | SHIPPING EXPENSE | VARIANCE | ROYALTIES | INTERDIV. PROFIT PAID | TOTAL COST OF GOODS SOLD |
|---|---|---|---|---|---|---|---|---|---|---|
| CUSTOMER SALES | | | | | | | | | | |
| TOTAL COOLANT FAMILY | | | 14,282 | 14,744 | | 828 | 7,187 | 8,277 | | 31,036 |
| MCS 948 AFF 262 EAL | | 14 83031 | 20,000 | 2,841 | | | | | | 2,841 |
| MCS 1082 LPUM | | 14 80273 | | | | 41 | | | | 41 |
| SANTOWELD 990 CR DRUM | | 14 80267 | | | | 21 | | | | 21 |
| SANTOWELD 990 CR DRUM | | 14 80267 | 38,320 | 5,805 | | 237 | 307 | | | 6,349 |
| TOTAL | | | 38,320 | 5,805 | | 299 | 307 | | | 6,411 |
| TOTAL MISC AVIAT/AERO FAM | | | 58,320 | 8,646 | | 299 | 307 | | | 9,252 |
| TOTAL AVIAT/AEROSPC MKT SP | | | 302,122 | 119,614 | | 5,213 | 9,773- | 46,352 | | 161,406 |
| PYDRAUL F-9A DRUM | | 11 80436 | 138,748 | 23,779 | | 1,267 | 11,437 | | | 36,483 |
| PYDRAUL A 200 A BULK | | 11 80265 | | | | 30 | | | | 30 |
| PYDRAUL A 200A DRUM | | 11 80265 | | | | 26 | | | | 26 |
| PYDRAUL A-200-E | | 11 80268 | 104,340 | 15,578 | | 123 | 12,695 | | | 28,396 |
| PYDRAUL A200E DRUM | | 11 80268 | 120,510 | 18,763 | | 1,485 | 14,663 | | | 34,911 |
| PYDRAUL A200E | | 11 80268 | | | | | | | | |
| TOTAL | | | 224,850 | 34,341 | | 1,664 | 27,358 | | | 63,363 |



DSW 332758

STLCOPCB4079334