

IV. Organization

The proposed organization is currently being developed. Refinements will be made as experience dictates.

V. Operating Budget

Following is the preliminary budget based on projected NIFS of \$3,100,000 for the full year of 1969.

	<u>M\$</u>
A. NIFS	3100 ✓
B. Overhead	
Gen'l Mgmt.	105 ✓
Field Sales	105 ✓
Adv. & Prom.	40 ✓
Misc. UCC Charges	20 ✓
Engrg. & Consulting	10 ✓
Sales Commissions	5 ✓
R&D	220 ✓
Alloc. OH @ 6.7% of NIFS	215 ✓
HOA*	95 ✓
Total OH	<u>815</u>
C. Plant Costs	
Direct	1200
Dept. & Aux.	760
Distribution @ 3% NIFS	95
Total P. C.	<u>2055</u>
D. Operating Income	230

VI. Research and Development

Activity in the R&D area will be curtailed in 1969 over that carried on in 1968 and primary emphasis will be directed to providing technical service to field sales, development of technical and application data and consolidation of patent positions for viable applications and processes.