



VCM Plant

Conoco Chemicals
Continental Oil Company
P.O. Box 605
Westlake, Louisiana 70669
(318) 491-5211

PERSONAL AND CONFIDENTIAL

May 30, 1978

TO: VARIOUS CHEMICAL COMPANIES

Effective April 1, 1978, employees in the Mechanical and Operations departments were granted salary increases. Increases were \$140 per month for Mechanic Leadman, \$135 per month for Chief Operator, and \$130 per month for all others. In addition, the shift differential was increased to \$0.60/hour for the evening shift and \$1.20/hour for the graveyard shift. The employees in these departments are non-union single-rated salaried employees.

The following schedule reflects the current job classifications, monthly salaries, hourly equivalent rates, and the spread sheet column number where it is applicable.

<u>Column No.</u>	<u>Classification</u>	<u>Base Pay (Month)</u>	<u>Hourly Equivalent</u>
9	Chief Operator	\$1,760	\$10.15
	Breaker Operator	1,725	9.94
10	Operator First	1,640	9.46
	Operator Second	1,560	9.00
11	Pumper/Loader, after 1 year	1,510	8.71
12	Pumper/Loader, start	1,420	8.19
	Utility Breaker	1,280	7.38
13	Mechanic Leadman	1,770	10.21
14-16	Mechanic A	1,685	9.72
18	Mechanic B	1,540	8.88
19	Mechanical Helper	1,410	8.13
20	Utility Helper, after 1 year	1,325	7.64
21	Utility Helper, start	1,280	7.38

Sincerely,


J. H. Brunson

CCR 000008762



Continental Oil Company
Transportation Department

Request For Quotation

Request No. _____

Bid closing is 15 days from the date of this request Date May 26, 1978

(Subsidiary company write name here)

To <i>Bobby Gist Pontiac P.O. Box 97 Sulphur, La. 70663 Attn. Mr. Milton Simon (Talked with Mr. Hershel Jordan)</i>	Destination (When ordered) <i>Mr. J. A. De Bernardi Conoco UCM Plant Westlake, La. 70669</i>
New Vehicle Description (make-model-body type, etc.) <i>1978 Pontiac LeMans 4-Door</i>	Trade-In Description (make-model-body type, etc.) <i>None</i>

Please quote on new vehicle equipped as indicated below, F.O.B. Dealership.

Contact _____ for appointment to inspect Trade-In.

Trade-In Unit No. *None*

Requested by *J. H. Brunson*

Dealer Quotation

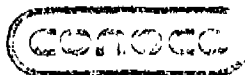
	Price		Price
Base Vehicle	\$	Power Brakes	\$
Transportation Charge		AM Radio	
Service and Handling		Color	
V-8 Engine		Options:	
Power Steering		<i>Cruise Control</i>	
Air Conditioning		<i>Steel Belted Radial Tires</i>	
Tinted Glass			
Cigarette Lighter			
Left Side Mirror			
Transmission, <i>Automatic</i>			
Quoted prices are subject to acceptance within _____ days after date of quotation. Vehicle can be delivered _____ days after receipt of order.		Total	
		Less Fleet Discount	
		Net Cost	
		Less Trade-In	
		Net Cost Vehicle Delivered	
		Sales Tax	
		License and Title	
		Total Cost Vehicle Delivered	\$

Dealer
Name _____

Telephone
No. _____

Signed _____

Date _____



Continental Oil Company
Transportation Department

Request For Quotation

Request No. _____

Date May 26, 1978

(If subsidiary company write name here)

To
Don Siebarth Pontiac, Inc.
1600 Siebarth Drive
Lake Charles, La. 70601
Attn. Mr. Bill Price

Destination (When ordered)
Mr. J. A. De Bernardi
Conoco UCM Plant
Westlake, La. 70669

New Vehicle

Description (make-model-body type, etc.)

1978 Pontiac LeMans 4-Door

Trade-In

Description (make-model-body type, etc.)

None

Please quote on new vehicle equipped as indicated below, F.O.B. Dealership.

Contact _____ for appointment to inspect Trade-In.

Trade-In Unit No. None

Requested by J. H. Brunson

Dealer Quotation

	Price		Price
Base Vehicle	\$	Power Brakes	\$
Transportation Charge		AM Radio	
Service and Handling		Color	
V-8 Engine		Options:	
Power Steering		<u>Cruise Control</u>	
Air Conditioning		<u>Steel Belted Radial Tires</u>	
Tinted Glass			
Cigarette Lighter			
Left Side Mirror			
Transmission, <u>Automatic</u>			
		Total	
		Less Fleet Discount	
		Net Cost	
		Less Trade-In	
		Net Cost Vehicle Delivered	
		Sales Tax	
		License and Title	
		Total Cost Vehicle Delivered	\$

Quoted prices are subject to acceptance within _____ days
after date of quotation. Vehicle can be delivered _____ days
after receipt of order.

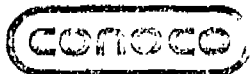
Dealer
Name _____

Telephone
No. _____

Signed _____

Date _____

CCR 000008764



Continental Oil Company
Transportation Department

Request For Quotation

Request No. _____

Date May 26, 1978

(If subsidiary company write name here)

To <u>Donaldson Ford Co., Inc.</u> <u>P.O. Drawer 28</u> <u>Sulphur, La. 70663</u> <u>Att'n. Mr. Norwood Hoffpauir</u>	Destination (When ordered) <u>Mr. J.A. DeBernardi</u> <u>Conoco UCAI Plant</u> <u>Westlake, La. 70669</u>
New Vehicle Description (make-model-body type, etc.) <u>1978 Ford LTD II 5 4-door</u>	Trade-In Description (make-model-body type, etc.) <u>None</u>

Please quote on new vehicle equipped as indicated below, F.O.B. Dealership.

Contact _____ for appointment to inspect Trade-In.

Trade-In Unit No. None

Requested by J. H. Brunson

Dealer Quotation

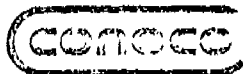
Base Vehicle	Price	Power Brakes	Price
	\$		\$
Transportation Charge		AM Radio	
Service and Handling		Color	
V-8 Engine		Options:	
Power Steering		<u>Cruise Control</u>	
Air Conditioning		<u>Steel Belted Radial Tires</u>	
Tinted Glass			
Cigarette Lighter			
Left Side Mirror			
Transmission, <u>Automatic</u>			
Quoted prices are subject to acceptance within _____ days after date of quotation. Vehicle can be delivered _____ days after receipt of order.		Total	
		Less Fleet Discount	
		Net Cost	
		Less Trade-In	
		Net Cost Vehicle Delivered	
		Sales Tax	
		License and Title	
		Total Cost Vehicle Delivered	\$

Dealer
Name _____

Telephone
No. _____

Signed _____

Date _____



Continental Oil Company
Transportation Department

Request For Quotation

Request No. _____

Date May 26, 1978

(If subsidiary company write name here)

To
Bolton Ford Inc.
P.O. Box 1328
Lake Charles, La. 70602
Attn. Mr. Jerry Block

Destination (When ordered)
Mr. J.A. De Bernardi
Conoco UCM Plant
Westlake, La. 70669

New Vehicle

Description (make-model-body type, etc.)

1978 Ford LTD II S 4-door

Trade-In

Description (make-model-body type, etc.)

None

Please quote on new vehicle equipped as indicated below, F.O.B. Dealership.

Contact _____ for appointment to inspect Trade-In.

Trade-In Unit No. None

Requested
by J. H. Brunson

Dealer Quotation

Base Vehicle	Price	Power Brakes	Price
	\$		\$
Transportation Charge		AM Radio	
Service and Handling		Color <u>must-255</u>	
V-8 Engine		Options:	
Power Steering		<u>Cruise Control</u>	
Air Conditioning		<u>Steel Belted Radial Tires</u>	
Tinted Glass			
Cigarette Lighter			
Left Side Mirror			
Transmission, <u>Automatic</u>			
Quoted prices are subject to acceptance within _____ days after date of quotation. Vehicle can be delivered _____ days after receipt of order.		Total	
		Less Fleet Discount	
		Net Cost	
		Less Trade-In	
		Net Cost Vehicle Delivered	
		Sales Tax	
		License and Title	
		Total Cost Vehicle Delivered	\$

Dealer
Name _____

Telephone
No. _____

CCR 000008766

Signed _____

Date _____