

Monsanto

FROM (NAME & LOCATION) St. Louis - General Office

DATE March 25, 1968

CC: E. Priddy - EPRID

SUBJECT DIELECTRIC FLUIDS
#16 FUNCTIONAL FLUIDS

C. M. Williams

REFERENCE PRICING, WORLD-WIDE

TO : H. S. Bergen - HBERG

As an initial step to create and establish agreements on world area pricing, attached is information on the following world areas: Africa, Asia/Pacific, Australia, Canada, Europe, and Latin America.

1. Capacitor Aroclor

As our U.S.A. FAS prices are sought, we show our delivered price for Aroclor 1242 and Aroclor 1254 capacitor dielectric fluids. This is our price delivered to the port, U.S.A.

2. Transformer Askarels

Inerteen PPO, Inerteen 54201 KA, and Pyranol A13B3B FAS prices are sought for shipment over water to overseas locations from U.S. ports.

As shipments to Mexico and Canada are by land, we do not give an FAS price. Instead, for these movements, we give our domestic price, FOB our factory (W. G. Krummrich and Anniston).

For shipments overseas that involve water transportation, we give a pseudo FAS price. This is to say that we have not actually calculated the freight from our factory to various ports on various quantity shipments. Therefore, we sell these transformer askarels FOB our factory and merely add one cent a pound freight to our FOB factory price.

Attached are the prices used by MCL for shipment of these materials into various countries. This is given in the memo from David Wood, followed by memo from D. S. Cameron, pursuant to our request for clarification as to what these prices really are. They are FAS prices, realized after MCL has paid freight, duty, etc. The difference between MCL's FAS price and their FOB plant, is approximately ~~three cents~~ ^{0.34} a pound. MCL normally invoices their customers on a delivered, duty-paid basis. We do not have the prices paid for the goods at the customer's door to compare to our U.S.A. domestic prices, reflecting what the material costs the U.S.A. customer as delivered.

It is anticipated that we will be making a number of price changes in these products in the near future.

P. G. Benignus

/ecd
Enclosures

ORGANIC DIVISION

PRODUCT SUPPLY SOURCES
TO BE USED IN THE PREPARATION OF
EX-U.S.A. 1969 SALES BUDGETS

* See Cover Memo
DIELECTRIC FLUIDS

WORLD AREA LATIN AMERICA

PRODUCT GROUP #16 FUNCTIONAL FLUID

SALES PRODUCT	COUNTRY SOLD IN	SUPPLY ORIGIN	COMMENTS RE: 1969 AVAILABILITY AND FAS FLOOR PRICE*
AROCOR 1242	MEXICO	USA	#0.1965 LTB LTL
INERTEEN PPO	"	"	#0.1765 LTB C/L
INERTEEN PPO	COSTA RICA	"	#0.1985 " C/L FO.
INERTEEN PPO	REPUBLIC PANAMA	"	#0.1885 " LTL PLN
PYRANOL A13B3B	COLOMBIA	"	#0.1985 " LTL
" "	ECUADOR	"	#0.1985 " LTB
INERTEEN PPO	PERU	"	#0.2035 " LTB
PYRANOL A13B3B	"	"	#0.2035 " "
INERTEEN PPO	CHILE	"	#0.2035 " "
PYRANOL A13B3B	"	"	" " "
AROCOR 1242	BRAZIL	"	#0.1985 " "
AROCOR 125H	"	"	#0.2035 " "
INERTEEN PPO	"	"	#0.1765 " C/L
PYRANOL A13B3B	"	"	#0.1985 " LTB
AROCOR 125H	ARGENTINA	"	0.2035 " LTB
INERTEEN PPO	"	"	#0.1935 " C/L
PYRANOL A13B3B	"	"	#0.1965 " LTB
PYRANOL A13B3B	PUERTO RICO	"	#0.1985 " LTB
PYRANOL A13B3B	VIRGIN ISLANDS	"	#0.2035 " LTB
AROCOR 125H	MEXICO	"	#0.1935 " LTB
PYRANOL A13B3B	MEXICO	"	#0.1935 " C/L FO.
			#0.1935 " LTB PLN

DSW 200632

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ORGANIC DIVISION

PRODUCT SUPPLY SOURCES
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* See Cover Memo

WORLD AREA

AFRICA

PRODUCT GROUP

DIELECTRIC FLUIDS

#16 FUNCTIONAL FLUIDS

COMMENTS RE: 1969
AVAILABILITY AND
FLOOR PRICE*

FAS

SALES PRODUCT

COUNTRY SOLD IN

SUPPLY ORIGIN

PYRANOL A13100B

WEST AFRICA

USA

\$0.1985/LB LTL

AROCOR 1244

SO. AFRICA

USA

\$0.1765/LB C/L

INERTEEN PPO

" "

USA

\$0.1985/LB LTL

AROCOR 1244

INDIA

USA

\$0.1965/LB LTL

INERTEEN PPO

" "

USA

\$0.1985/LB LTL
\$0.1885/LB C/L

INERTEEN PPO

PAKISTAN

USA

\$0.1985/LB LTL

DSW 200633

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**PRODUCT SUPPLY SOURCES
TO BE USED IN THE PREPARATION OF
EX-U.S.A. 1969 SALES BUDGETS**

DIELECTRIC FLUIDS

PRODUCT GROUP #16 FUNCTIONAL FLUID

COMMENTS RE: 1969
AVAILABILITY AND
FLOOR PRICE* *FAS*

DSW 200634

PRODUCT SUPPLY SOURCES
TO BE USED IN THE PREPARATION OF
EX-U.S.A. 1969 SALES BUDGETS

DIELECTRIC FLUIDS

PRODUCT GROUP #16 FUNCTIONAL FIBERS

COMMENTS RE: 1969
AVAILABILITY AND
FLOOR PRICE*

FAc

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**PRODUCT SUPPLY SOURCES
TO BE USED IN THE PREPARATION OF
EX-U.S.A. 1969 SALES BUDGETS**

DIELECTRIC FLUIDS

PRODUCT GROUP #16 FUNCTIONAL FLUIDS

COMMENTS RE: 1969
AVAILABILITY AND
FLOOR PRICE*

DSW 200636

PRODUCT SUPPLY SOURCES
TO BE USED IN THE PREPARATION OF
EX-U.S.A. 1969 SALES BUDGETS

DIANEVALE FARRING

ENRIDE

#14 FUNCTIONAL FLUID

FAS

#0. 1960 / LB LTH
#0. 1760 / LB C/L
#0. 1930 / LB LTH
#0. 1765 / LB C/L

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